

Sample notes to use after classes & facials.
Don't write on Post Cards or MK letter head.

PERSONALIZED CUSTOMER CONTACT

TO THE HOSTESS AFTER THE SHOW

Dear _____

Thank you so much for inviting me into your home _____ (date) to share Mary Kay with your friends. It was so much fun. I so appreciate you taking the time out of your busy schedule to have a class. Please know that I am here to help you with your Mary Kay at any time.

Please know that I am privileged to be your Mary Kay Beauty Consultant. Again, thank you so much. Have a beautiful day.

Warm regards,

TO THE GUEST WHO BOUGHT A BASIC

Dear _____

Thank you so much for giving me the opportunity to introduce you to Mary Kay Cosmetics. I am so excited about you beginning your skin care program.

_____ (name) _____ (date), when you purchased your skin care products on _____ (date), you also purchased my continued services. Please know that I am here to help you with your Mary Kay in any way I can at any time. Please never hesitate to call if you have any questions. I care about your success in using Mary Kay—I want you to love it!

Again, thank you so much. Have a wonderful day.

Warm regards,

TO THE GUEST WHO BOOKED A SHOW

Dear _____

Thank you so much for giving me the opportunity to introduce you to Mary Kay Cosmetics _____ (date). I really enjoyed meeting you and I am so excited that you are going to have a skin care class on _____ (date).

As we discussed, _____ (name), you need to invite at least three people to your class. For booking the class, you will receive _____ in hostess credit as a gift.

Please do not hesitate to call if you have any questions. I look forward to seeing you _____ (date). I will arrive about 30 minutes ahead of time to discuss the class with you.

Thank you again. Have a beautiful day.

Warm regards,

TO THE GUEST WHO DIDN'T BUY

Dear _____

Thank you so much for giving me the opportunity to introduce you to Mary Kay Cosmetics on _____ (date). It was so much fun meeting you.

_____ (name), now that you have had a Mary Kay facial, you are entitled to begin your skin care program at any time. I will keep your Beauty Profile in my files so you can begin at any time.

Again, thank you so much. Have a beautiful day.

Warm regards,

Don't AS Applause