HOSTESS ITEMS

HI001



Here's Your Information to Host a . . . . .

Website Class

How would you like to have at least 10 items of Mary Kay products at 1/2 price? Here's how you do it:

- List and send to me at least 10 of your friends' name and email address.
- Once you have the list, you're on you way to 1/2 price product.
- For each person who purchases any item from my website at your class, I'll give **YOU** 1 item at 1/2 off.
- Have 10 people purchase at least 1 item, and you'll receive 10 items of your choice at 1/2 price!!

1. Select a day for your class. (Since this is not a traditional class, your guests have all day to browse and buy!)
2. Sit down and think of all your friends and family who would like to browse my website and possibly purchase lipstick, eye shadow, hand cream or other great product!
3. List their names and e-mail addresses on the attached list.
4. Contact them and let them know you are hosting a class, find out if they are interested in attending, and let them know that I will contact them by e-mail with the details.
5. Make a list of all the products you want to get for 1/2 off!!!
6. Send the list back to me (by either mail or e-mail).

Guest List

Name	E-Mail Address

HI002



Trash It Night

Get rid of all those "other" cosmetics!





Bring up to ~~4~~ items

Finally, a chance to trash all those items from the other cosmetic companies and find some great items from our product line!

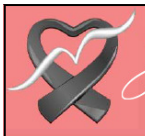
Get 30% off the equivalent item that you trash.

August 7
Varsity club of America Speedway and Alvernon
6:30

Interested?
Call me for more information

-place your information sticker here-

HI003



Help a Cause
Host a Class!

October is Breast Cancer Awareness Month and you can contribute in a most wonderful way to the Mary Kay Ash Charitable Foundation and show how much you care.

When you host a skin care class in between **September 16** and **December 15th**, you can get this **FREE** 41-inch long sophisticated necklace in a custom drawstring pouch. 100% of the cost of each set I give away will be contributed to the **Mary Kay Ash Charitable Foundation**. The Foundation supports research dedicated to finding cures for cancers affecting women and programs committed to ending violence against women.



I hope you can help!

Virtually everyone has been touched by cancer in some way. Mary Kay's personal encounter came in 1980 when her husband, Mel Ash, died of lung cancer. In 1987, Mary Kay decided to put her money where her heart was and asked the sales force and employees at Mary Kay Inc. to begin raising funds for cancer research, and in 1996, the Mary Kay Ash Charitable Foundation was established to raise and distribute research funds for cancers affecting women.





Great New Gift Sets For You!

Please contact me today!

--put your info sticker here--

I believe the women you invite to this special class will enjoy both the pampering they will receive and the chance to help support this extraordinary cause. I have many new products and cannot wait to show them to you and your guests! What a great way to help your friends get a jump on their Holiday gift giving.

HI004



shopping is **fun!**

What a great time you will have shopping with me! From skin care to body care, I have just about everything you will need to **LOOK** beautiful, **SMELL** beautiful and **FEEL** beautiful!













What Do You Need?

- **Skin care**. I have that! If you have not experienced a facial with Mary Kay, you are missing a treat! Contact me to schedule your facial today. Share it with a friend and I'll have an ***EXTRA SPECIAL*** gift for you!
- **Body care and Fragrances**. Yep, I have those too! Choose from a variety of fragrances.
- **Glamour items**. Absolutely! Colors for the eyes, lips, checks and nails! I have them for you!
- **Supplements**. Sure do. If you need help with fine lines and wrinkles, or need to control oil or add more moisture, I have everything you need!



We have great products for men too!

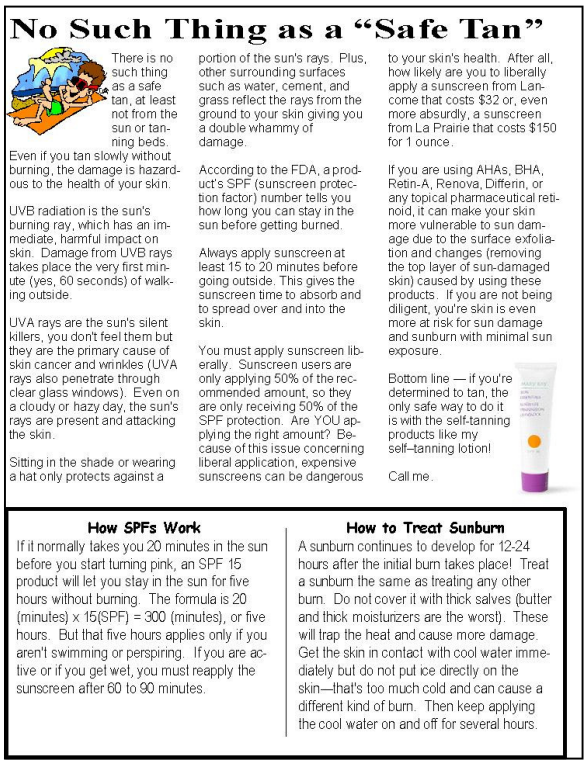


Contact me today to find out more!

-Place your sticker here-

HOSTESS ITEMS

HI005



No Such Thing as a "Safe Tan"

There is no such thing as a safe tan, at least not from the sun or tanning beds. Even if you tan slowly without burning, the damage is hazardous to the health of your skin.

UVB radiation is the sun's burning ray, which has an immediate, harmful impact on skin. Damage from UVB rays takes place the very first minute (yes, 60 seconds) of walking outside.

UVA rays are the sun's silent killers, you don't feel them but they are the primary cause of skin cancer and wrinkles (UVA rays also penetrate through clear glass windows). Even on a cloudy or hazy day, the sun's rays are present and attacking the skin.

Sitting in the shade or wearing a hat only protects against a portion of the sun's rays. Plus, other surrounding surfaces such as water, cement, and grass reflect the rays from the ground to your skin giving you a double whammy of damage.

According to the FDA, a product's SPF (sunscreen protection factor) number tells you how long you can stay in the sun before getting burned.

Always apply sunscreen at least 15 to 20 minutes before going outside. This gives the sunscreen time to absorb and to spread over and into the skin.

You must apply sunscreen liberally. Sunscreen users are only applying 50% of the recommended amount, so they are only receiving 50% of the SPF protection. Are YOU applying the right amount? Because of this issue concerning liberal application, expensive sunscreens can be dangerous to your skin's health. After all, how likely are you to liberally apply a sunscreen from Lancome that costs $32 or, even more absurdly, a sunscreen from La Prairie that costs $150 for 1 ounce.

If you are using AHAs, BHA, Retin-A, Renova, Differin, or any topical pharmaceutical retinoid, it can make your skin more vulnerable to sun damage due to the surface exfoliation and changes (removing the top layer of sun-damaged skin) caused by using these products. If you are not being diligent, you're skin is even more at risk for sun damage and sunburn with minimal sun exposure.

Bottom line — if you're determined to tan, the only safe way to do it is with the self-tanning products like my self–tanning lotion!

Call me.

How SPFs Work

If it normally takes you 20 minutes in the sun before you start turning pink, an SPF 15 product will let you stay in the sun for five hours without burning. The formula is 20 (minutes) x 15(SPF) = 300 (minutes), or five hours. But that five hours applies only if you aren't swimming or perspiring. If you are active or if you get wet, you must reapply the sunscreen after 60 to 90 minutes.

How to Treat Sunburn

A sunburn continues to develop for 12-24 hours after the initial burn takes place! Treat a sunburn the same as treating any other burn. Do not cover it with thick salves (butter and thick moisturizers are the worst). These will trap the heat and cause more damage. Get the skin in contact with cool water immediately but do not put ice directly on the skin—that's too much cold and can cause a different kind of burn. Then keep applying the cool water on and off for several hours.

HI006



HI007

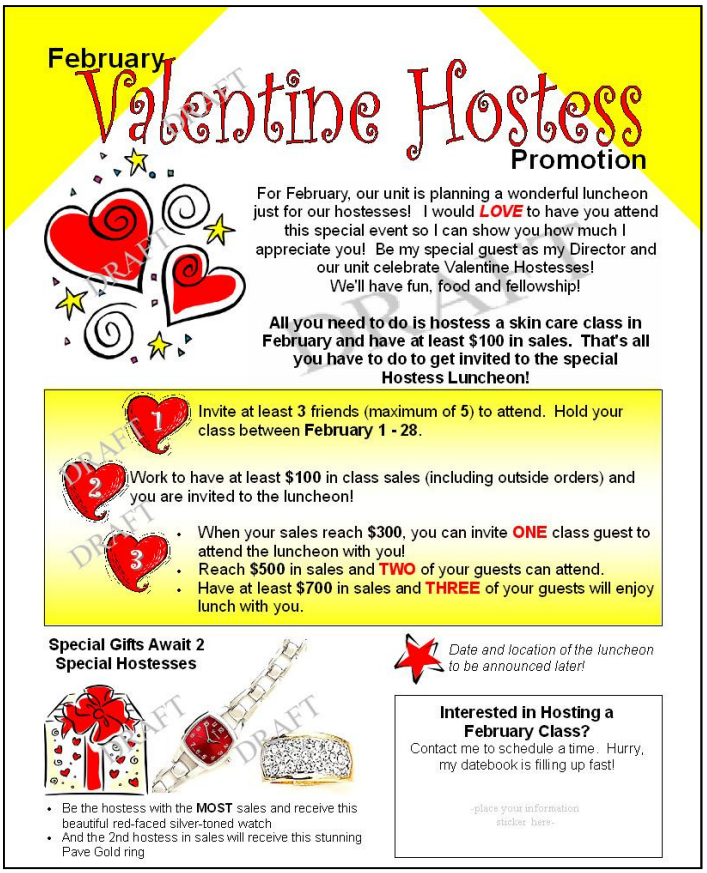


HI008

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HOSTESS ITEMS

HI009



Get the matching POST CARD in the Director's Brochure Post Card section

To help you continue that lucrative holiday sales momentum into the new year, why not get together with your unit and talk about a Valentine Hostess Contest?

This is a great way for consultants to contact former hostesses and customers. It can be that every hostess during the contest who has a $100 show (or $200 -- whatever you choose) will be invited to a Valentine luncheon.

You and the consultants can share the expense of the luncheon. Maybe have each consultant bring in a dish (desserts, casseroles, salads -- anything you all agree upon), or it can be a sit-down, formal luncheon. You decide.

Anyway, the purpose of the Valentine hostess contest is to perpetuate a full datebook and increase outside orders. And for the hostesses, it's an opportunity win very special prizes in addition to their hostess credit. What can those prizes be? Well, I don't know. You and your unit can decide on that. Maybe a very nice heart purse or a heart pendant or earring set (I know that Whitney has a lot of that type of stuff (www.TheWhitneyCollection.com)

Also a Valentine hostess contest can help to increase new team members. When a hostess is invited to the luncheon, obviously you'll have a plan for presenting the opportunity. You can even invite BOTH the hostess AND the customer at the class who had the highest order to the luncheon. That way, both will be excited about it. You never know, it may lead to them both wanting to become a consultant!

Any way you look at it, everyone benefits from a Valentine hostess contest. It will be easy to plan and fun to hold. But, YOU should organize it to that it truly feels like a UNIT activity.

Choose a date in February for the luncheon. Make it towards the end of the month so that there's plenty of time for the classes to be held. Maybe have it on a Saturday so that it doesn't interfere with people getting off work, etc.