**MAKE YOUR SUCCESS EVENTS THE PLACE TO BE!!!!!!!**

I want to welcome YOU to the Pink Studio in Vero Beach located at 1910 82nd Avenue, Suite 205 where we hold SUCCESS EVENTS on a weekly basis. Our Success and Guest Events are designed to educate, motivate, recognize and to inspire you to building a powerful business.

Please see below tips to maximize the evening so that you get all you can out of your night out! The weekly fee is $10/consultants or you can get a monthly pass for only $40 a month that covers all meetings held at our Pink studio. Of course, Guests are free. The fee is to offset room rental, supplies, snacks and other materials.

**ALWAYS BRING GUESTS! INVITE 15 PEOPLE TO GET 1-2**

 **TO SHOW!**

This allows you to earn while you learn. Please read the hand out

about bringing guests so that you AND your guest are prepared and comfortable.

Have your guest fill out a Millennium Woman questionnaire for the nightly drawing.

When you have guests, please bring a small product item to contribute to the drawing.

**ATTIRE**:

**ALWAYS DRESS PROFESSIONALLY** in a skirt or dress (No pants please!!).

My suggestion is to buy a black skirt and white blouse and use that as your uniform, getting ready for your Red Jacket!! It is something that Mary Kay strongly believes. We look classier, more feminine and a notch above the rest when in a skirt!!!

Put your face on! Wear the product! Look SLAMMIN’!

**GENERAL RULES:**

**No** children. It is a business event and it is distracting and unprofessional. When other guests and consultants have paid for a babysitter, it isn’t right for others to bring their kids. Most

Women come to get away from the children ☺

Make attending your weekly success events a PRIORITY!

If you are down, you NEED the meeting, if you are UP; other people need YOU at the meeting!!!

**COMMUNICATION:**

Get the business card of a Red Jacket in case you miss a meeting or your email is down – you can email her for the info!

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You can call your director or email her with any questions you may have or if you are in my Unit call me or text me at 8452699940.

If there are guest in the room, please **allow me to say good-bye** to the guests **FIRST**. If you have a question, you are welcome to wait until the guests are gone to talk to me, call me the next morning or write the information down and give it to me. Otherwise, email is ALWAYS the best way to get a fast response from me. Thank you for taking the time to read this and following the meeting guidelines!

Our Success Meetings are put together to add value to you as a person and to help YOU grow your business!

Excited about your Success,

Vivian

IT is important that you ALWAYS RSVP with your guest list

To your director or if in Vivian’s Unit or Vivian’s adoptee

 @ vdiaz3@comcast.net preferably by 3pm on the day of the event.

MODEL NIGHTS

The importance of GUESTS

When bringing a guest always pre-profile her so you know what skincare program and supplements you need to bring to sell.

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How to invite GUESTS:

“Susie, I’m so EXCITED! I’m putting my portfolio Together and need models for before and after pictures! I thought of you immediately! We’re having a Makeover Night on \_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_. I’d love for you to be my model! Which is better for you?” (Wait for response)

“Great! It’s so much fun! You’ll learn a lot about color application and we have lots of giveaways!”

OR

“Oh neither one? Maybe we should just schedule a time for us to get together one on one. I need to have 30 faces done by \_\_\_\_\_\_\_\_. If you have a friend or two who could join you, you’ll get $10 in product for each additional face I can use in my portfolio!”