

# 40 Guests in 4 Minutes

Remember: Your hostess credit is based on sales and/or the number of guests in attendance. So are you staring at a pile of invitations wondering whom to invite? Here's a quick way to jog your memory of friends and acquaintances you could invite to attend your Mary Kay Party. It's called "40 Guests in 4 Minutes," and it's easier than you may think.

But you're probably thinking, "Why invite 40 guests? I don't have room in my house for 20!" Typically ONLY HALF the guests you invite will be able to attend, so it's important to invite more than you anticipate. Sometimes an invited guest doesn't attend, but perhaps she will come to a future party. Or, even if she isn't interested, she might give the invitation to a friend or co-worker who would – so invite *everyone* you think of! Don't pre-judge, you might be surprised!

Now grab a pen and try the following exercise. You'll be amazed how quickly your list grows!

Name	Phone	RSVP	Friend?	Name	Phone	RSVP	Friend?
Four Relatives...				Four People You Do Business With (Bank, Store, Salon, Etc.)...			
1				21			
2				22			
3				23			
4				24			
Four Friends...				Four People Who Have Invited You to A Home Workshop...			
5				25			
6				26			
7				27			
8				28			
Four Co-Workers...				Four Spouses' Co-workers or Their Spouses...			
9				29			
10				30			
11				31			
12				32			
Four Neighbors...				Four Previous Co-Workers/Neighbors...			
13				33			
14				34			
15				35			
16				36			
Four Church or Social Group Contacts...				Four Contacts Through Your Children (PTA, Scouts, Sports, Teachers)...			
17				37			
18				38			
19				39			
20				40			

*See... Wasn't that easy? Now just encourage everyone to bring a friend and your guest list can easily double! Call me if you need any help or have any questions!*

**Jennifer Wagoner, Mary Kay Independent Future Sales Director** ☎ 770-912-7465 ☎ [jwagoner1@marykay.com](mailto:jwagoner1@marykay.com)

*PLEASE NOTE: Guests should be at least 18 years of age not currently have a Mary Kay consultant.*