




























101 WAYS TO WORK YOUR BUSINESS!!

Thanks Jill Myhre

1. Invest in a Mary Kay WebSite. Then Advertise it!! Click here	2. Place current and prospective clients on the company PCP program.	3. Send a catalog to a co-worker that as moved.	4. Ask your hairdresser to place your business cards at her station.
5.  Post a catalog in the teacher's lounge at your child's school click here	6. Post a catalog in the employee lunch room.	7. Hold an open house. Click here	8. Have a get to know you party with your neighbor's.
9. Advertise in your alumni newsletter and/or local newspaper. Guidelines General Ads Color Ad's Fragrance	10. Give a catalog to the receptionist at your doctor's or dentist's office. 	11. Include a Business Card or flyer with your bill payments. Click Here for business card labels	12. Place ad's in the local high schools newsletters giving specials for prom, winter ball, etc makeovers. click here for flyer1
13. Put current catalog or business cards in your neighbor's door. Include a coupon.	14. Ask friends to have a show.	15. Advertise in your church bulletin. 	16. Contact local school cheerleading squad coaches. 
17.  Host an office party or brunch.	18. Host a show before or during a PTA meeting.	19. Mail out samples, catalogs and a wish list.	20. Advertise at pre-schools for the working mom. click here
21. Get a list from Welcome Wagon. New people may be looking for a consultant or a new job in this area.	22. Set up a display at a craft fair.	23. Have your husband or significant order promote at work.	24. When sending emails have your website within your signature.
25. Hold a Christmas Shopping Show for men (or for Mother's Day)	26. Offer a Christmas wish list to your guest and then call the gift giver and tell him or her what the guest wants.	27. Set up a display at a mall.	28. Have an answering machine and have it state your business.
29. Wear your Mary Kay pin.	30. Use Mary Kay checks on your personnel account.	31. Ask past hostesses at shows to talk about their free products.	32. When visiting out of town family bring Mary Kay samples and brochures.

<p>33. Encourage frequent customers to regularly plan shows.</p>	<p>34. Encourage relatives to book a show. click here</p>	<p>35. Build a before & after Portfolio</p> 	<p>36.  When flying place brochures in the pocket seat with your phone number only.</p>
<p>37. Conduct Skin Care Surveys click here for survey cards</p>	<p>38. Start an E-mail address book of customers who want to know what the monthly specials are, don't forget to mention the hostess specials.</p>	<p>39.  Contact local church youth groups to contact girl nights (churches usually buy gifts up front for girls attending i.e. wrapped nail polish & lip gloss)</p>	<p>40.  If taking the train leave brochures with your phone number.</p>
<p>41. Give out your business card to anyone that helps you.</p>	<p>42. Give products as gifts or donations.</p>	<p>43.  Go to local dance schools to set up displays or advertise.</p>	<p>44. Have a display at job fairs.</p>
<p>45.  Contact schools and see if they have advertising within their parent newsletters to off set cost.</p>	<p>46.  Leave your business cards on bulletin boards or in local businesses</p>	<p>47. If you live near where the Airlines Headquarters are contact them in regards to doing glamour training with stewards.</p>	<p>48. Go to motivational seminars and network.</p>
<p>49. Always have baggies with samples to Pass out (don't forget to include your business card)</p> <p>click here</p>	<p>50. Have you and your family members wear MK T-shirts or sweatshirts.</p>	<p>51. Go to health spas (most have vendors come in once a month to set up)</p> 	<p>52. Go to hotels and offer the staff a quick make-over on their breaks (the mgr could offer as appreciation)</p>
<p>53. Leave your brochures in doctor , dentist, beauty salons.</p>	<p>54. Join your Chamber of Commerce.</p>	<p>55. Display at health fairs connected within corporations, this is a great way to show skin care and sun products.</p>	<p>56. Do a Fragrance Survey click here for survey cards</p>
<p>57. Do a silent hostess program with an out of town friend or relative.</p>	<p>58. Host your own show. Could even be a fundraiser for your favorite charity.</p>	<p>59. Contact your local Girl Scouts.</p>	<p>60. Birthday Leads click here</p> 
<p>61. Call local hospitals and offer to do pampering sessions in the breakroom during nurse appreciation week.</p> 	<p>62. Take a Satin Hands recipe to every potluck.</p>	<p>63. Go to bridal fairs.</p> 	<p>64. Get brides out of the newspaper. click here</p>

<p>65. Give a client, friend or relative 10 brochures to pass on to others.</p>	<p>66. Call past hostesses and ask for referrals give an incentive.</p>	<p>67. Do appreciation days at places of businesses.</p>	<p> 68. New Mom's</p>
<p>69. Set up display tables with drawings in clothing stores.</p>	<p>70. Have a booth at a school fair.</p>	<p>71. Contact local businesses to be the vendor to supply gifts to their best clients.</p>	<p>72. Ladies Clubs</p>
<p>73. Do fragrance surveys.</p>	<p>74. Send a catalog to your Tupperware, Discovery Toys, etc. reps or exchange shows.</p>	<p> 75. Bring flyers with gift ideas to local firehouses</p>	<p>76. Girl Parties Click here</p>
<p>77. Follow through on every booking lead.</p>	<p>78. Go to local hospitals and give out samples to Nurses.</p> <p></p>	<p>79.</p> <p> Bring goodie bags to bank tellers.</p>	<p> 80. Professional Women Click here</p>
<p> 81. Call your Realtor with suggestion of Mary Kay new home gift packages</p>	<p> 82. Do a Web Class. click here</p>	<p>83. Place up flyers in apartment laundry rooms. click here for flyer</p>	<p>84. Have a Referral Club click here</p>
<p>85. Random mailings. Open a phone book and randomly choose businesses or residences in the area.</p>	<p> 86. Do a fishbowl drawing in local businesses: Scripts How To Entry Form</p>	<p>87. Ask friends, family or clients to place your brochures within their breakrooms.</p>	<p>88. Set up in a Bridal Shop click here</p> <p></p>
<p>89. Put an ask me about Mary Kay button on your purse or coat.</p>	<p>90. Leave your business card with your tip for the waiter.</p>	<p>91. Remember the 3ft rule, hand your business card out to anyone that is in 3 feet of you.</p>	<p>92. Play Tic-Tac-Toe click here</p> <p></p>
<p>93. Have you and your family members wear MK T-shirts or sweatshirts.</p>	<p>94. Offer a bridal registry</p> <p></p>	<p>95. Do a join open house with other in home business.</p>	<p>96. Referral by Friend Click here</p>
<p>97. Put the Mary Kay logo on your car.</p>	<p>98. Do Lipstick Surveys click here for supporting doc</p>	<p>99. Ask you manicurist if you can place business cards at her station.</p>	<p>100. Brochures placed in Bridal Shops.</p>