

## My Booking Poem

This is a most unusual game,  
And it really doesn't have a name.  
It's as simple to play as a game can be,  
And all you do is what your told, you see.  
And in the end, whoever scores the most will win  
A prize of which to boast.

Now, we're all fashionable girls,  
so give yourself 10 if you're wearing pearls.  
Give yourself 10 if your toes peek out,  
and earrings will give you 10 more to count.  
Score yourself 10 if you show any red,  
and , 15 more for gray on your head.

Now count all your buttons, for each you get 3.  
And 10 points more if you're showing your knee.

Before you think you're going to win,  
take away 3 for a safety pin.  
And all you lovely, lucky lasses,  
15 points if you're wearing glasses.  
And this will prove to be a stunner,  
take away 10 if you have a runner.

Now this will rate a big Hurray,  
Give yourself 10 if you kissed a man today.

Now, by booking a Mary Kay class tonight,  
Give yourself 25 points. Does that sound about right?

Now, the games is ended, and wasn't' it fun?  
Let's add up the points and we'll see who has won.

## The Letter Game

### G- is for golden rule!

Our company is built on this principal. We treat other like we want to be treated. SO if you are here tonight and have a consultant who is servicing you, then you may purchase tonight so that your hostess can get credit, but I won't be adding you to my customer list. Don't we wish all businesses followed this rule?

### T- is for try before you buy!

If I opened the drawer where you keep your cosmetics, would I see lots of "buying mistakes?" In Mary Kay, you get to TRY BEFORE YOU BUY so you know how our products look and feel. You'll know if that lipstick color is what you want and if your foundation is the right shade. We also offer a 100% guarantee on all of our products! If you buy MK and for some reason, don't like it, it doesn't work, whatever the reason, you can return it and get new product or your money back. We return your used product to the company and they send us new back. Isn't that wonderful?

### S- is for Skin Care!

Our focus tonight will be on letting you try the #1 BESTSELLING BRAND OF FACIAL SKIN CARE AND COLOR COSMETICS! Tonight we will only be doing the Time Wise Basic, which includes your foundation, concealer, loose powder and basic glamour. You'll have an opportunity to have your own GLAMOUR APPOINTMENT to learn how to do more detailed glamour, and to pick your favorite colors. PLUS, while you certainly do not HAVE to buy anything tonight, should you decide you want any of our products, I carry a full-line of inventory and you can take them home with you tonight.

### C- is for check up facial!

Anyone who books a class tonight will earn 5 extra tickets for the drawing! Your class will be your GLAMOUR APPOINTMENT and you'll get to select a look just for you from my "LOOK BOOK" (romance this). You'll have a few friends join you, like (our hostess) did and you, too, can earn FREE MK!

### P- is for Priorities!

In MK, we tell you from the time we interview you that in this business, we put God first, family second and career third. I appreciate so much being able to put my priorities in this order because it is so important to me.

### W – is for watch what I do!

MK says that at every SCClass there is a future beauty consultant! I wonder who it is at this class? What does it take to become a Beauty Consultant? Well, you have to be at least 18, be able to read, flip and squirt! I'm serious. Just watch what I do and see if you think you could do it.