

1. Invest in a Mary Kay WebSite. Then Advertise it!!	2. Place current and prospective clients on the company PCP program.	3. Send a catalog to a co-worker that has moved.	4. Ask your hairdresser to place your business cards at her station and put a fishbowl in the store!
5. Post a catalog in the teacher's lounge at your child's school	6. Post a catalog in the employee lunch room.	7. Hold an open house.	8. Have a get to know you party with your neighbor's.
9. Advertise in your alumni newsletter and/or local newspaper.	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.	12. Place flyer in tanning salons, hair salons and nail places giving specials for prom, winter ball, etc makeovers.
13. Put current catalog or business cards in your neighbor's door. Include a coupon or Neighborhood postcard click below for postcards	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.
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 or name tag.	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.
33. Encourage frequent customers to regularly plan shows.	34. Encourage relatives to book a show.	35. Build a before & after Portfolio . Click below for sheet	36. When flying place brochures in the pocket seat with your phone

			number only.
37. Conduct Skin Care Surveys click here for survey cards . Click below to print.	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.	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)	40. If taking the train leave brochures with your phone number.
41. Give out your business card to anyone that helps you.	42. Give products as gifts or donations.	43. Go to local dance schools to set up displays or advertise.	44. Have a display at job fairs.
45. Contact schools and see if they have advertising within their parent newsletters to off set cost.	46. Leave your business cards on bulletin boards or in local businesses with this tear off sheet . Click below to print	47. If you live near where the Airlines Headquarters are contact them in regards to doing glamour training with stewards.	48. Go to motivational seminars and network.
49. Always have baggies with samples to Pass out (don't forget to include your business card)	50. Have you and your family members wear MK T-shirts or sweatshirts.	51. Go to health spas (most have vendors come in once a month to set up)	52. Go to hotels and offer the staff a quick make-over on their breaks (the mgr could offer as appreciation)
53. Leave your brochures in doctor , dentist, beauty salons.	54. Join your Chamber of Commerce.	55. Display at health fairs connected within corporations, this is a great way to show skin care and sun products.	56. Do a Fragrance Survey
57. Do a silent hostess program with an out of town friend or relative.	58. Host your own show. Could even be a fundraiser for your favorite charity.	59. Contact your local Girl Scouts.	60. Birthday Leads
61. Call local hospitals and offer to do pampering sessions in the breakroom during nurse appreciation week.	62. Take a Satin Hands recipe to every potluck.	63. Go to bridal fairs.	64. Get brides out of the newspaper. Great 20% off bridal party coupon and brochure
65. Give a client, friend or relative 10 brochures to pass on to others.	66. Call past hostesses and ask for referrals give an incentive.	67. Do appreciation days at places of businesses.	68. New Mom's postcard to mail or gift certificate to give to OBGYN's or hospitals

69. Set up display tables with drawings in clothing stores.	70. Have a booth at a school fair.	71. Contact local businesses to be the vendor to supply gifts to their best clients.	72. Ladies Clubs
73. Family Ties before and after portfolio-a great way to turn a facial into a class by asking her if she has family in the	74. Send a catalog to your Tupperware, Discovery Toys, etc. reps or exchange shows.	75. Bring flyers with gift ideas to local firehouses	76. Girl Parties
77. Women helping Women Networking Portfolio	78. Go to local hospitals and give out samples to Nurses.	79. Bring goodie bags to bank tellers.	80. Honoring profession women of the week
81. Call your Realtor with suggestion of Mary Kay new home gift packages Realitor flyer gift basket. Click below to print.	82. Do a Web Class.	83. Place up flyers in apartment laundry rooms.	84. Have a Referral Club
85. Random mailings. Open a phone book and randomly choose businesses or residences in the area.	86. Do a fishbowl drawing in local businesses:	87. Ask friends, family or clients to place your brochures within their breakrooms.	88. Set up in a Bridal Shop.
89. Put an ask me about Mary Kay button on your purse or coat.	90. Leave your business card with your tip for the waiter.	91. Remember the 3ft rule, hand your business card out to anyone that is in 3 feet of you.	92. Professional Referrals (click below to print flier)
93. Have you and your family members wear MK T-shirts or sweatshirts.	94. Offer a bridal registry	95. Do a join open house with other in home business.	96. Referral by Friend
97. Put the Mary Kay logo on your car.	98. Do Lipstick Surveys	99. Ask you manicurist if you can place business cards at her station.	100. Brochures placed in Bridal Shops.