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| 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. | 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 ad's in the local high schools newsletters giving specials for prom, winter ball, etc makeovers. | 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. |
| 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 other 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. | 33. Encourage frequent customers to regularly plan shows. | 34. Encourage relatives to book a show. | 35. Build a before & after Portfolio.  |
| 36. When flying place brochures in the pocket seat with your phone number only.  | 37. Conduct Skin Care Surveys | 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.  | 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. |

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| 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 favourite 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. | 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  | 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. Place a facial box, business cards or brochures in a Laundromat. | 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. Follow through on every booking lead. | 78. Go to local hospitals and give out samples to Nurses.  | 79. Bring goodie bags to bank tellers.  | 80. Professional Women  |
| 81. Call your Realtor with a suggestion of Mary Kay new home gift packages.  | 82. Do a Web Class.  | 83. Place 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. Play Tic-Tac-Toe  | 93. Phone-a-thons | 94. Offer a bridal registry  | 95. Do a joint open house with othes 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. Place brochure and your card in Bridal Shops. |
| 101. | | | | |

Have Fun - love to hear from you as to which items you chose to work and what your results are!

Love Barbara and Sonia