



# WAYS TO WORK YOUR BUSINESS!!

Thanks Jill Myhre



<b>1.</b> Invest in a Mary Kay Website. Then Advertise it!!	<b>2.</b> Post a catalog in the employee lunch room.	<b>3.</b> Send a catalog to a co-worker that as moved.	<b>4.</b> Have a get to know you party with your neighbor's.
<b>5.</b> Post a catalog in the teacher's lounge at your child's school	<b>6.</b> Place current and prospective clients on the company PCP pro-	When sending emails have your website within your signature. <b>7.</b>	<b>8.</b> Ask your hairdresser to place your business cards at her station.
<b>9.</b> Advertise in your alumni newsletter and/or local newspaper.	<b>10.</b> Give a catalog to the receptionist at your doctor's or dentist's of-	<b>11.</b> Put current catalog or business cards in your neighbor's door. In-	<b>12.</b> Have an answering machine and have it state your business.
Include a Business Card or flyer with your bill payments. <b>13.</b>	<b>14.</b> Host a show before or during a PTA meeting.	<b>15.</b> Advertise in your church bulletin.	<b>16.</b> Contact local school cheerleading squad coaches.
<b>17.</b> Host an office party or brunch.	<b>18.</b> Set up a display at a craft fair.	<b>19.</b> Mail out samples, catalogs and a wish list.	<b>20.</b> Advertise at pre-schools for the working mom.
<b>21.</b> Get a list from Welcome Wagon. New people may be look-	<b>22.</b> Offer a Christmas wish list to your guest and then call the gift	<b>23.</b> Contact schools and see if they have advertising within their parent	<b>24.</b> Place ad's in the local high schools newsletters giving specials
<b>25.</b> Wear your Mary Kay pin.	<b>26.</b> Ask friends to have a show.	<b>27.</b> Set up a display at a mall.	<b>28.</b> Hold an open house.
<b>29.</b> Hold a Christmas Shopping Show for men (or for Mother's Day)	<b>30.</b> When flying place brochures in the pocket seat with your phone	<b>31.</b> Ask past hostesses at shows to talk about their free products.	<b>32.</b> When visiting out of town family bring Mary Kay samples and
<b>33.</b> Encourage frequent customers to regularly plan shows.	<b>34.</b> Encourage relatives to book a show.	<b>35.</b> Build a before & after Portfolio	<b>36.</b> Use Mary Kay checks on your personnel account.
<b>37.</b> If you live near where the Airlines Headquarters are contact	<b>38.</b> Start an E-mail address book of customers who want to know	<b>39.</b> Contact local church youth groups to contact girl nights	<b>40.</b> Go to hotels and offer the staff a quick make-over on their breaks
<b>41.</b> Give out your business card to anyone that helps you.	<b>42.</b> Give products as gifts or donations.	<b>43.</b> Go to local dance schools to set up displays or advertise.	<b>44.</b> Join your Chamber of Commerce.
<b>45.</b> Have your husband or significant order promote at work.	<b>46.</b> Leave your brochures in doctor , dentist, beauty salons.	<b>47.</b> Conduct Skin Care Surveys	<b>48.</b> Go to motivational seminars and network.
<b>49.</b> Host your own show. Could even be a fundraiser for your favor-	<b>50.</b> Have you and your family members wear MK T-shirts or	<b>51.</b> Go to health spas (most have vendors come in once a month to	<b>52.</b> If taking the train leave brochures with your phone number.
<b>53.</b> Random mailings. Open a phone book and randomly choose	<b>54.</b> Always have baggies with samples to Pass out (don't forget to	<b>55.</b> Display at health fairs connected within corporations, this is a	<b>56.</b> Call local hospitals and offer to do pampering sessions in the break
<b>57.</b> New Mom's	<b>58.</b> Have a display at job fairs.	<b>59.</b> Go to bridal fairs.	<b>60.</b> Birthday Leads
<b>61.</b> Have a booth at a school fair.	<b>62.</b> Take a Satin Hands recipe to every potluck.	<b>63.</b> Contact your local Girl Scouts.	<b>64.</b> Get brides out of the newspaper.
<b>65.</b> Give a client, friend or relative 10 brochures to pass on to others.	<b>66.</b> Call past hostesses and ask for referrals give an incentive.	<b>67.</b> Send a catalog to your Tupperware, Discovery Toys, etc. reps	<b>68.</b> Do a silent hostess program with an out of town friend or rela-
<b>69.</b> Do fragrance surveys.	<b>70.</b> Do a Fragrance Survey	<b>71.</b> Do a Web Class.	<b>72.</b> Ladies Clubs
<b>73.</b> Set up display tables with drawings in clothing stores.	<b>74.</b> Do appreciation days at places of businesses.	<b>75.</b> Bring flyers with gift ideas to local firehouses	<b>76.</b> Bring goodie bags to bank tellers.
<b>77.</b> Play Tic-Tac-Toe	<b>78.</b> Set up in a Bridal Shop	<b>79.</b> Girl Parties	<b>80.</b> Professional Women
<b>81.</b> Call your Realtor with suggestion of Mary Kay new home gift	<b>82.</b> Contact local businesses to be the vendor to supply gifts to their	<b>83.</b> Leave your business cards on bulletin boards or in local busi-	<b>84.</b> Have you and your family members wear MK T-shirts or
<b>85.</b> Place up flyers in apartment laundry rooms.	<b>86.</b> Do a fishbowl drawing in local businesses.	<b>87.</b> Follow through on every booking lead.	<b>88.</b> Go to local hospitals and give out samples to Nurses.
<b>89.</b> Put an ask me about Mary Kay button on your purse or coat.	<b>90.</b> Ask you manicurist if you can place business cards at her station.	<b>91.</b> Remember the 3ft rule, hand your business card out to anyone	<b>92.</b> Ask friends, family or clients to place your brochures within their
<b>93.</b> Have a Referral Club	<b>94.</b> Offer a bridal registry	<b>95.</b> Do Lipstick Surveys	<b>96.</b> Referral by Friend
<b>97.</b> Put the Mary Kay logo on your car.	<b>98.</b> Do a join open house with other in home business.	<b>99.</b> Leave your business card with your tip for the waiter.	<b>100.</b> Brochures placed in Bridal Shops.