
Congratulations again on your prize package! We're all set for Monday the 20th at 7pm. You and your friends will be treated to the latest in Anti-Aging Skin Care and Mineral Makeup. To maximize your gift, you will receive \$50 in free products of your choosing when you share your appointment with 3-4 friends, or \$100 free with 5 or more friends! Thank you in advance for helping me to get feedback on our latest products! For a sneak peek, feel free to take a look at my website and forward it to your friends! www.marykay.com/pagett

My goal is for you to have a great time and get the most out of it. I suggest over-inviting since sometimes people have things "come up" at the last moment. I will have products available should any of your friends decide they want them, but there is absolutely no obligation to purchase anything. As you invite them, please let them know it's fun and free! Often people ask me for specific words to use in inviting their friends. It may seem silly, but I've included them below for you just in case.

I'll give you a call _____ for your guest list. Let me know if you have any questions. Congratulations again. It's working with women like you that makes what I do so much fun!

Pagett Smith

Independent Sales Director
www.marykay.com/pagett

I'm so excited! I just won a private pampering session and have scheduled it for (date) at (time). I can invite a few my favorite people to join me. I thought of you because (you're so much fun, you like to try new products, you've been working so hard and need some girlfriend time, etc.). We are going to have so much fun and I'd love for you to come! It's by reservation only, so I'll need a definite 'yes' or 'no'. Can I count on you to be there?