

101 WAYS TO WORK YOUR BUSINESS!!

Thanks Jill Myhre

1. Invest in a Mary Kay WebSite. Then Advertise it!!	2. Advertise in your church bulletin.	3. Send a catalog to a coworker that as moved.	4. Include a Business Card or flyer with your bill payments
5. Post a catalog in the teacher's lounge at your child's school	6. Post a catalog in the employee lunch room.	7. Place up flyers in apartment laundry rooms.	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. Ask your hairdresser to place your business cards at her station.	12. Leave your business cards on bulletin boards/in local businesses
13. Put current catalog or business cards & coupon in your neighbor's door.	14. When flying place brochures in the pocket seat with your phone number only.	15. Place current and prospective clients on the company PCP program.	16. When visiting out of town family bring Mary Kay samples and books.
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. If taking the train leave brochures with your phone number.	22. Have an answering machine and have it state your business.	23. Have your husband or significant order promote at work.	24. When sending emails have your website within your signature.
25. Wear your Mary Kay pin.	26. Have a display at job fairs.	27. Set up a display at a mall.	28. Set up a display at a craft fair.
29. Hold a Christmas Shopping Show for men (or for Mother's Day)	30. Use Mary Kay checks on your personal account.	31. Ask friends to have a show.	32. Contact local school cheerleading squad coaches.
33. Encourage frequent customers to regularly plan shows.	34. Encourage relatives to book a show.	35. Build a before & after Portfolio	36. Ask past hostesses at shows to talk about their free products.
37. Remember the 3ft rule, hand your business card out to anyone that is in 3 feet of you.	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)	40. Get a list from Welcome Wagon. New people may be looking for a consultant or a new job in this area.
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. Go to motivational seminars and network.
45. Contact schools and see if they have advertising within their parent newsletters to off set cost.	46. Place ad's in the local high schools newsletters giving specials for prom, winter ball, etc makeovers.	47. Host your own show. Could even be a fundraiser for your favorite charity	48. Do a silent hostess program with an out of town friend or relative.
49. Always have samples to Pass out	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)	52. Go to hotels and offer the staff a quick make-over on their breaks
53. Leave your brochures in doctor , dentist, beauty salons.	54. Join your Chamber of Commerce.	55. Contact your local Girl Scouts.	56. Get brides out of the newspaper.
57. Offer a Christmas wish list to your guest and then call the gift giver and tell him or her what the guest wants.	58. If you live near where the Airlines Headquarters are contact them in regards to doing glamour training with stewards.	59. Display at health fairs connected within corporations, this is a great way to show skin care and sun products.	60. Call local hospitals and offer to do pampering sessions in the break room during nurse appreciation week.
61. Birthday Leads	62. New Mom's	63. Go to bridal fairs.	64. Do a Fragrance Survey
65. Leave your business card with your tip for the waiter.	66. Call past hostesses and ask for referrals give an incentive.	67. Do appreciation days at places of businesses.	68. Take a Satin Hands recipe to every potluck.
69. Set up display tables with drawings in clothing stores.	70. Send a catalog to your Tupperware, Discovery Toys, etc. reps or exchange shows.	71. Contact local businesses to be the vendor to supply gifts to their best clients.	72. Call your Realtor with suggestion of Mary Kay new home gift packages.
73. Ladies Clubs	74. Have a booth at a school fair.	75. Play Tic-Tac-Toe	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. Do fragrance surveys.	82. Do a Web Class.	83. Hold an open house.	84. Have a Referral Club
85. Random mailings. Open a phone book and randomly choose businesses or residences in the area.	86. Ask your manicurist if you can place business cards at her station.	87. Ask friends, family or clients to place your brochures within their break rooms.	88. Have you and your family members wear MK T-shirts or sweatshirts.
89. Put an ask me about Mary Kay button on your purse or coat.	90. Give a client, friend or relative 10 brochures to pass on to others.	91. Conduct Skin Care Surveys	92. Bring flyers with gift ideas to local firehouses
93. Set up in a Bridal Shop	94. Offer a bridal registry	95. Do Lipstick Surveys	96. Referral by Friend
97. Put the MK logo on your car.	98. Do a joint open house with other in home business.	99. Do a fishbowl drawing in local businesses.	100. Brochures placed in Bridal Shops.

101. ASK, ASK ASK.....THEN ASK SOME MORE!!