

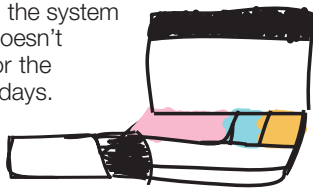
Business know how

Makeup. Friends. Fun. And the best part... money!
Remember: You make 40% on beauty products and 25% on jewelry and accessories. So if you invite eight friends and six of them spend \$20 on beauty products and two of them spend thirty dollars on accessories, you will make \$63! Of course, you can always make more... Here's How:

Selling Tips

Don't sell yourself short! Try these strategies to ensure multiple sales:

1. Lips are meant to be layered. Always sell more than one lip product.
2. Sell her a lip brush. Use with Lip Mark-It, Fresh Kiss, Glass Slicker, Glow Baby Glow.
3. Selling **mark.calm**? Sell the bag and Yoga Mat, too.
4. Sell hook up products in sets of two: with every two, she gets a free connector.
5. Sell complete looks using the Get This Look card.
6. Selling the skin care system for skin that behaves? Sell the system for skin that doesn't behave too for the not-so-good days.
7. Fill the Favorite Colors case with her favorite blushes and eye shadows.
8. Don't forget to sell the blush brush!
9. Jewelry and accessories make great gifts. She can wear more than one at a time. Be sure to have magalogs on hand for these items.
10. Suggest that she stocks up on jewelry and accessories early for birthdays, holidays and special occasions – having a gift on hand makes life easier.



Hostess Gifts

Hosting a party at someone's home? Here are a few great ways to thank her. You choose:

1. Sell her product at cost.
2. Give her a designated number of free products, based on how much you sell.
3. Give her a pre-determined gift of her choice, like a watch or a lip palette.
4. Take 10-20% off her order.



Buyers Make Great Sellers!



Buyers make great sellers, so introduce customers to the mark business opportunity. Of course, you'll need customers to do that. Here's how to network for success:

1. Host a party at a friend's home – that way all of her friends will learn about mark.
2. Encourage your friends to tell their friends – never underestimate the power of word of mouth.
3. Create and maintain a client base so you can inform people of new products, business opportunities, etc.
4. Follow up with all guests and place orders frequently.
5. Host business opportunity meetings.

