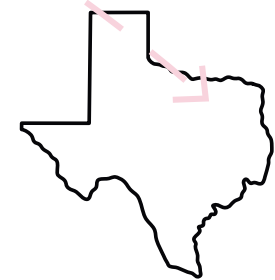




# Ready for Seminar!



Prepare ahead of time for Seminar costs-  
Saving a bit each month by holding extra parties can make covering costs easy!

## COSTS:

-  \$250 - Registration
  -  ~\$650 - Flight  
(depending on where in the country you are)
  -  ~\$250 - Hotel  
(When splitting the room)
  -  ~\$300 - Food + Spending Money
- = ~\$1450

## PAYING FOR IT:

April + May + June = 13 weeks  
 $\$1450 \div 13 = \sim\$112$  per week  
 That's totally doable!

Hold 1 extra skincare class per week  
 at \$280 in sales  
**That's an extra \$112 per week**  
 (based on 60/40 split)



*A personal invitation from Mary Kay Ash -*  
 Some Beauty Consultants rationalize that they're not doing "well enough" to afford to come to Seminar. I believe you can't afford not to come! I encourage you to consider the benefits and begin making plans to attend Seminar this year. Here's why: If you're a stock broker, manager, doctor or teacher, you've invested time and money on your education. If you are a trained hair stylist, technician, or legal assistant you have paid in time and money to learn your skills. Whatever vocation happens to be or has been, you first had to invest time and money to learn it. You didn't say, "I'll see how I do without it first, and if I do ok, I'll spend the money and go to school and learn how." We invest first in our education, don't we? Please consider the trip to Dallas a necessary business expense. You can earn enough money to pay for it, in the upcoming weeks before Seminar, you will profit from the education you'll take home after Seminar this year and the years to follow. As a matter of fact, if I had not borrowed the money to go to my first Seminar, You would not be attending THIS ONE! Please consider this a personal invitation from me to you!" - Mary Kay Ash

### Extra Ideas:

- Easter baskets
- Mother's Day Baskets - fragrance!
- Spring Makeovers
- Mother/ Daughter classes
- Father's Day Gifts - Fragrance!
- Graduation Travel Roll Up Bags
- Summer Makeovers
- Bridal Parties
- Leave samples with neighbors
- Virtual parties w/ out-of-towners

