Checklist for holding a Full Circle Party

- Watch the videos and listen to the recordings on www.stokesstrong.com

- Prep your kit to ensure you have all the products that came in it. Also, add Satin Lips, Microdermabrasion Plus Set, Foundation Primer, and Undereye Corrector. Have a Travel Roll Up Bag filled with these products.

- Print off the Party Tray inserts under Skin Care Class/Party Know How on www.stokesstrong.com. You will need 1 for each tray. Cut them according to size to go under the clear plastic insert. Peel the clear cover off the mirrors.

- Have a washcloth for each guest. I recommend using washcloths instead of the Facial Cloths when using the Microdermabrasion Plus Set.

- Have a Profile Card ready with an ink pen for each guest. If you pre-profiled your guests, the Profile Cards should have her name, skin type added to it. Also, any changes or improvement she wants to her skin should be indicated on her card.

- What does your table setting look like? Watch my video to get an idea how the table should look. Make it look inviting! NO LOOK BOOKS ON THE TABLE!! Remember, your hostess is your business partner that day so make sure she picks the gift she wants from her 2+bookings!

- Have a gift for the hostess. I like to give one of the Satin Hands mini sets found on Section 2 under Product minis. Put in a cute gift bag with tissue.

- Pack your Flip Chart. Make sure you have your Why-Story pictures are added onto the "A Little Bit About Me" page. This is your place to share your Magic Dream! Add the addendum to page 41 on #1. Found on www.stokesstrong.com.

- Have a Success Story Survey for each guest to fill out at the end. I recommend do a drawing for a small gift when they turn them in (a couple of samples). These are to be texted to me after your party.

- Have a copy of the Skin Care Closing Sheet for each guest. These are to handed out at the end when you start the Table Close. PRACTICE YOUR CLOSE!!! Watch
my video! If this is a Color Appointment, you will use the Color Appointment Closing Sheet.

-Have at least 10 Hostess Packets at all times. Contents found on www.stokesstrong.com.

-Bring your datebook highlighted with the dates you want to hold your upcoming bookings.

-Have cash in a money bag ($30 in bills). Make sure your Propay is set up on www.marykayintouch.com. 99% of your guests will want to use their debit or credit card. Have your sales tickets ready.

-Watch my video for the Individual Consultation station. This is to be away from the table. I like to give a purse size Hand Cream to each customer who attends. You can find these under Section 2 Product Samples/Body Care.

-Leave your Look Books in your car! Don't pull them out!! It will kill your sales. The closing sheet is where they will shop from.

-Leave your products to sell in your car. Go out to fill your orders.

-Check with Amy for times she is available to do shares in the following 24-28 hours so you can set those up from the Success Story Surveys.

-Have fun!! People like hanging out with fun people and will want to share YOU with their friends!!