

# How to Have a Successful Debut!

## Checklist

- \_\_\_ Light Refreshments – something salty and something chocolate
  - Delegate a friend to be in charge of serving refreshments after the presentation or facials.
  
- \_\_\_ For each guest have:
  - Profile Card
  - Beauty Book
  - Pen
  - Sales Ticket
  - If doing facials, also have:
    - Mirror & Styrofoam tray
    - 2 Cotton Balls
    - 2 Q-tips or sponge applicator
    - 2 Washclothes
    - Headband
  
- \_\_\_ By the couch or separate area for individual closings:
  - Calculator
  - Money Bag w/ change (Will earn money bag at your debut)
  - Datebook (Highlight 8 – 10 time slots available during next 2 weeks)
  - Pen
  - Beauty Book
  - Hostess Packets
  - Recruiting Info.
  
- \_\_\_ Display of Product
  
- \_\_\_ Satin Hands Set to be used as demonstrators for the guests.
  
- \_\_\_ Prepare your I-Story
  - Go to [www.marykayintouch.com](http://www.marykayintouch.com) , click on Learn MK, click on Create I-Story

### After the Debut:

- Send thank-you notes to everyone who attended and include your business card.
- Follow up with everyone whether they purchased or not. Book appointment for Perfect/Power Start if they have not already done so.