

# HOW TO CALCULATE HOSTESS CREDIT

As independent beauty consultants, we can offer whatever hostess credit we like to our clients. You'll see different ideas for hostess credit on FB or on Pinterest. Personally, I like to keep it simple! I offer my clients \$80 worth of products for only \$40, which is like getting \$40 free for them. The only requirement is that there needs to be at least 2 adults present who are not already Mary Kay customers, and there needs to be at least \$100 in sales.

Below is listed the official Mary Kay recommended hostess credit. At the end of your party, after you meet individually with all of her guests, but before you sit down with the hostess, I always recommend doing the math to see which is more beneficial for the hostess. Whichever program (The \$80 for \$40 OR the chart below) gives her more free products, that is the one I honor.

## Example #1

Sales = \$200, no bookings

This would award her with \$20 in free products from the chart below, so I would give her the \$80 for \$40 instead

## Example #2

Sales= \$300, 2 bookings

She would earn \$60 in free products with the chart below, which is better than the \$80 for \$40 deal, so I would give her \$60.

Earn up to 20% in FREE\*  
Mary Kay® products.



TOTAL PARTY SALES	10% OF PARTY SALES WITH NO NEW PARTY BOOKED	15% OF PARTY SALES WITH ONE NEW PARTY BOOKED	20% OF PARTY SALES WITH TWO NEW PARTIES BOOKED
\$500	\$50	\$75	\$100
\$400	\$40	\$60	\$80
\$300	\$30	\$45	\$60
\$200	\$20	\$30	\$40

The chart above is for example only and does not represent minimums or maximums. You can earn 10, 15, 20 percent or more based on the actual sales total at the party you host and the number of bookings from your event to use toward your choice of Mary Kay® products.

