

# Listen to Amy's Hotline Message about Booths 641-715-3800 58013# Push 4

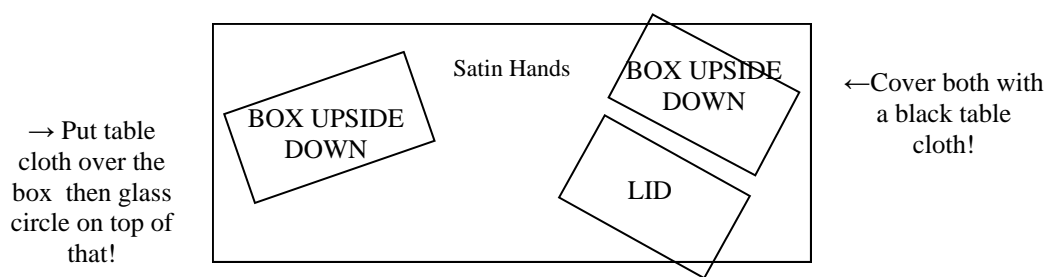
## What to Pack for a Booth

Bold & Black Glamour Kit—Color trays – be sure they're cleaned with windex  
Testers of New MK Brush set—unfold and lay flat  
4 black table cloths  
Before/After Portfolio  
2 Miracle Sets with organza bags & brochures that come with them – 1 c/o and 1 n/d—  
take the bottles out of boxes and set them out in front of the bag with empty boxes in  
them.  
1 Microdermabrasion Set  
1 OF Hydrating Gel & 1 Intense Moisturizing Cream  
4 new compacts in boxes—stack—open one on top  
Compact pro in box and filled one—out and open  
Circle glass piece—clean with windex  
Booth boxes in the basement – there are several—make sure 1 is a sturdy cardboard one  
that has a strong lid—we use those for the base of the booth  
2 Black Filled roll-up bags that I show at classes  
Caddy with testers in it  
Lipstick testers & lipstick tray  
Frame about drawing for \$100 in free product  
2 Satin Hands sets  
5-6 lipstick pens or pens with curly—Q ribbon tied to them  
100 of the slips that come with the business cards that people fill out  
50 of Amy's business cards  
5-6 look books  
5-6 hostess packets of Amy's  
5 sales tickets  
Windex and paper towels  
Black plate rack  
Robert Jones book  
Christmas: Silver tree on dining room table

How to Set up – can be altered, just needs to look pretty & this is what I  
usually do!

I push the table back about a foot from the front of the booth, stand out in front during busy  
times, or behind it when it's not so busy!  
Empty boxes and turn upside down to create depth on both sides of the table, put the lid in front  
of the larger box and cover with black table cloths

Here's how I usually do the table!



On left side, put the glass circle on top of the box covered with the table cloth – I usually put all skin care items on there – take the products out of boxes and put the boxes back in the organza bags behind the actual products – there are tent cards in the boxes if you think those look good too!

In front of the skin care products, if it will fit, you can put the before/after portfolio out open to a good picture or you can use that space for your drawing stuff and pens—people need room to write.

On right side, glamour display – use color trays, frame about drawing, brushes, lipsticks (sometimes I set out gloss testers), Robert Jones book on plate rack

On low part in between, put baggie for drawing, slips, and pens in front. Take cards from them after they fill them out and discreetly write on back after they've left.

If roll-up bags fit anywhere, you can use those too if they'll hang somewhere.

Don't put out catalogs or samples—people take anything they can! ARGH!! (:

Other Booth Thoughts:

- Wear a skirt or dress & shoes you can stand in for a long time.
- Not supposed to leave the booth unattended; may want to bring a drink or snacks if you need them!
- Stand as much as you can when things are busy. You're going to have to initiate conversation as much as you can, but don't be weirdly outgoing. (:
- I always ask if they've ever tried MK products when they're filling out the tickets. This tells you if they have a consultant—I write that on the back of the card. Also, if you can get an email address, that's a great way to ensure you'll actually get in touch with someone.
- Bring your date book, portfolios or sign-up cards that come with your business cards—try to write on the backs of slips something about the person after they leave before putting it into the bag for the drawing. If there are 2 people at the booth, put your initials so we know who talked to who.
- Take your slips out of the bag when you leave—we'll each pick a few that we really connected with and do a drawing from those names for the free product!
- Can't sell product, but I will take an order if someone has lost her consultant. Get her CC information—do not mail product without money!!



I'm not fancy. I'm SURE someone creates a more extravagant booth, but I get GREAT results from the booths I do! (: It's your interaction with people that makes the difference!



NOT my table, but a gorgeous display! Take as many ideas as you can from it! (: