

## How to prepare for your Holiday Coffee Makeover Party

First, determine whether your party is an “on the face” makeover party or a “Holiday Coffee” party that functions as a show. You will demo products on the back of the hand at a Holiday Coffee.

### FOR YOU:

1. Holiday makeover note cards
2. Filled “Holiday” Travel Roll up Bag for demo
3. Raffle tickets
4. Bag for tickets
5. Date book
6. Calculator
7. Money Bag

### FOR THE PARTY

1. “Party Queen” prize
2. 3-5 door prizes wrapped beautifully as Christmas gifts
3. Gift for On Time drawing

### FOR EACH GUEST

1. Holiday Makeover “Get Set for Holiday Savings” closing sheet (1 per guest)
2. Holiday makeover “Who do you Know/Closing questions” sheet (1 per guest)
3. Holiday Gift List (1 per guest)
4. Holiday marketing (1 per guest)
5. Eau de Toilette Sampler Card (1 per guest)
6. Modern Romance Color Collection sampler card (1 per guest)
7. Mirrors with foam trays to put the demo products in
8. Eye color applicators – *you can use the Brush Set or compact eye brushes or sponge tip applicators* (1 per guest)
9. Cheek color applicators – *apply with brush from set, brush set, or cheek brush from compact. Or supply a cotton ball.* (1 per guest)
10. 2 cotton balls per guest
11. Mascara Wands (1 per guest if you are doing “on the face”)
12. Profile card (1 per guest)
13. Pen (1 per guest)
14. Sales ticket (1 per guest)
15. Holiday Look Book (1 per guest)
16. Beauty Book (1 per guest)

### Products to use and show:

1. Holiday eye colors in all 3 shades
2. Eyeliner sample – one for each guest (suggest deep brown or black)
3. Ultimate mascara
4. Gingerspice and Peppermint Cream body care sets
5. Silk Nectar and Soft Sable cheek sets
6. Eye makeup remover (just for “on the hand” party)
7. Gingerbread and Pink Passion lipstick – full size to show. Have samples to try
8. Each of the Eau de Toilette fragrances (4)
9. Lip gloss/fragrance duo
10. Fancy Nancy full size gloss
11. Bronze Bliss full size gloss
12. Belara Eau de parfum, body lotion, powder puff, and fragrance compact
13. Bella Belara Eau de parfum, body lotion, powder puff, and fragrance compact
14. Gift bags that come with the set
15. Satin Hands (just for “on the hand” party)

# Holiday Makeover Party Product Order

Below are the items you will want to have on hand to hold your holiday coffee parties!

This is simply a SAMPLE order that includes only enough products to demo from at the parties.

This does not include products to sell. The amount of product you choose to carry on-hand to sell will be dependent upon how many parties you plan to hold. Order early before they run out and then book, book, book, and sell, sell, sell! The wholesale value of the order below is \$405.75. You may not need all items on the list if you already have them! This price does not include tax, shipping, or section 2 sample items.

<b>SECTION 1 Product Name</b>	<b>Qty.</b>	<b>Retail Price</b>	<b>Wholesale Price</b>
Cashmere Loose Eye Shadow	1	\$14	\$7
Lilac Lace	1	\$14	\$7
Pink Organza	1	\$14	\$7
Silk Nectar mineral cheek color palette	1	\$30	\$15
Soft Sable cheek color palette	1	\$30	\$15
Belara Fine Fragrance Solid Compact	1	\$26	\$13
Bella Belara Fine Fragrance Solid Compact	1	\$26	\$13
Belara Fine Fragrance Body Lotion	1	\$16	\$8
Bella Belara Fine Fragrance Body Lotion	1	\$16	\$8
Belara Shimmeriffic Body Powder	1	\$24	\$12
Bella Belara Shimmeriffic Body Powder	1	\$24	\$12
Gingerspice Wishes Body Care Gift Set	1	\$15	\$7.50
Peppermint Cream	1	\$15	\$7.50
Fragrance/Lip Gloss Duo	1	\$22	\$11
Black Ultimate Mascara	1	\$15	\$7.50
Eye Makeup Remover	1	\$14	\$7
Gingerbread Lipstick	1	\$13	\$6.50
Pink Passion Lipstick	1	\$13	\$6.50
Fancy Nancy Lip Gloss	1	\$13	\$6.50
Bronze Bliss Lip Gloss	1	\$13	\$6.50
Belara Eau de Parfum	1	\$34	\$17
Bella Belara Eau de Parfum	1	\$34	\$17
Satin Hands	1	\$30	\$15
Mineral Powder Foundation (1 of each shade)	6	\$108	\$54
6 Mineral Powder Brushes	6	\$60	\$30
Satin Lips	1	\$18	\$9
Eau de Toilette Fragrances (all 4)	4	\$100	\$50
Brush Set	1	\$48	\$24
Compact cheek brushes	5	\$12.5	\$6.25
<b>SECTION 2 ITEMS</b>			
Deep Brown Eyeliner Samples		Gingerbread Lipstick Samples	
Black Eyeliner Samples		Pink Passion Lipstick Samples	
Modern Romance Color Collection cards		Fancy Nancy Lip gloss Samples	
Eau de Toilette sampler cards		Bronze Bliss Lip gloss Samples	
Belara Towlette samplers		Bella Belara towlette samplers	
Sponge tip applicators		Mascara wands	
Holiday Look Books		Beauty Books	

# How to coach your Hostess

**If your hostess is holding an “On the Hand” Holiday Coffee here are some things you will want to coach her on:**

1. Have comfortable seating around a coffee table or other table on which you can display your Holiday products. Let her know you will bring your products and own table cloth to make it an enticing display.
2. You will need a tiny amount of space for the foam trays and a few mirrors
3. Let her know people will be writing things down, so if she has tv trays or space on the coffee table or other table that will be helpful.
4. Refreshments: coffees and/or hot chocolates, small tasty treats such as chocolates, pastries, cookies, muffins, etc. Nothing too elaborate!
5. Follow the Million Dollar Skin Care Class worksheet for the rest of the coaching checklist!

**If your hostess is holding a makeover party where guests are applying products on the face, here are some helpful tips on coaching:**

1. Seating around a table with chairs, with room in the middle of the table for the holiday products
2. Refreshments: coffees and/or hot chocolates, small tasty treats such as chocolates, pastries, cookies, muffins, etc. Nothing too elaborate!
3. Follow the Million Dollar Skin Care Class worksheet for the rest of the coaching checklist!