



### OBJECTIVE:

Customers have FUN while seeing what's NEW with MARY KAY!

- This is not to take the place of holding Skin Care Classes. A great event to do with your Preferred Customers that have already experienced a class.
- This party is a Trunk Show meaning you will not be trying products on the face.
  - You can apply any theme to this party!
- A great guest event to do with large audiences at meetings. We do this quarterly as a way to involve our Consultants that don't attend regular meetings.



### SET-UP:

- Create a beautiful table display of products. Be sure to include your featured Hostess gifts!
- Place 3 dice, a US/THEM Table Tally sheet, & a pen/pencil at each table. Place a numbered tent card at each table which will hold 4 players each. You can use card tables or divide long tables into sections. (we do this at a restaurant so we usually have 2 "tables" playing at each long table.)
- You need at least 2 tables to play but it's more fun & profitable for you, the Hostess, and the players the more tables you have playing. Table #1 needs a bell because they will control the play of the game. (More on that below.)
- When guests arrive they draw a score card with a table # on it. This will determine where they will start playing. You can use a regular index card for this or create a fun postcard that has your SPECIALS on it. Either one will work. (K.I.S.S.)
- Each player pays \$10 to play which funds the prize giveaways. (if doing this as a meeting/guest event, each Consultant brings one door prize item valued at \$10 Retail...can be beautifully wrapped product or something FUN [\$5] from the Dollar Store, Big Lot's, etc.)
- The players at each table select one person to be the score keeper. (most of the time you will have someone at every table that has played before that will keep score. If you've never played, people that come usually KNOW how to play and you'll catch on quickly!)



### HOW TO PLAY:

- There are six rounds in each set of Bunco, one for each number on the dice.
- In each round, players are trying to roll the same number as the "target" number. Round one your rolling for 1's. Round two your rolling for 2's, etc. The player keeps rolling as long as they roll the target number. If they don't roll the target number, the next player clockwise at the table rolls.
- The score keeper at each table is the first to roll.
- Partners sit diagonally from each other. Their points are added together to try and reach 21 points.
- Table #1 controls the pace of play by starting each round and ending each round by ringing the bell. Once table #1 hits 21 the round is over. If a player at another table is in the middle of rolling, they get to continue as long as they are rolling the target number. Then they stop and add up their score.
- The winners at table #1 stay at the table but switch partners. The losers, move to the last table. For example if you have 10 tables, they would move to table 10. The winners at the rest of the tables move up to the next table up. For example, the winners at table #2 move up to #1, winners at #3 move to #2, etc.
- You usually play 2 to 3 sets and do a product commercial between each set.



### SCORING:

- 1 point is awarded for each target number rolled. 5 points is awarded for rolling 3 of a kind. 21 points (which is a BUNCO) is awarded for rolling 3 of the target numbers.

### PRIZES:

- When someone rolls a BUNCO, which is 3 of the target number for that round, they get to hold the BUNCO prize. (we usually do a Lipstick or Gloss) Each time someone calls out a BUNCO, the prize goes to that person. The last person to end up with the prize at the end of the game keeps the prize. They also get an additional tally mark on their score card.
- Even though you play with a partner, the 1st place winner is the individual with the most tally marks on their score card, then 2nd place, then 3rd place. Divide the money collected in half and that is the total Retail the winner gets to select. Then divide 2nd and 3rd with the rest of the money. For example. You collect \$300...\$150 would go to 1st place, \$100 to 2nd, and \$50 to 3rd. (When you have a large group, you can have more than 3 winners!)
- Guests earn tickets for the door prizes by making a purchase (1 ticket per \$10 spent), 5 tickets for booking, and 5 tickets for agreeing to hear more about our opportunity and doing a questionnaire.

### GUEST EVENT RULES:

- Everything is the same except for how the prize money is distributed. If a Consultant is a winner, they get the money to place towards their order. (we usually do this towards the end of a quarter to help them finish their Star.) If a Guest wins, they get to order the Retail value from their Consultant and the Consultant gets the money. Also, \$4 from the \$10 to play goes to the Consultant for each guest she brings.

