

Class/Party/Pampering Event

**Thank Hostess for inviting to meet friends...Give Gift
Ticket Game...ticket beside tray...each question you ask about
Product, Company, or business...get ticket for grand prize**

I will use my note cards keep me on "task" since I get so excited I could talk for hours & I know you don't want to be here that long:>)

Looking for 3 things:

- 1) **Great customers**—women want great personalization & Great customer service..you get that with ME!
- 2) **Fun hostesses**—women who want to have fun with girlfriends and get lots of FREE stuff
- 3) **Women who want more**—sick & tired of where you are...want MORE...more money, more friends, more flexibility of time
Watch me today & we will talk more afterwards

Our Party today has 3 parts:

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- 1) **Basic Skin Care**—show you how to have soft, smooth skin
- 2) **Dash Out the Door Color**—quick color so you can 'dash' to the grocery, soccer, etc. you'll look beautiful! You will have opportunity to schedule your **personalized, professional Look** using the **perfect colors for you!** **Look at the beautiful Looks we are featuring this month.** *(Show 4 Looks in the current Look Book)*
Be thinking of girlfriends to invite to your party so you get lots of FREE stuff at YOUR party
- 3) **Individual Consultation** at end to answer any questions about your skin and help you get any products you might like and schedule a time for your Personalized Color Appointment

Are you ready to have some FUN?? *(Explain WISH LIST (sales ticket beside their tray) to write down anything they might want to try SOMEDAY!)*

Before we clean our face...**Oil-Free Eye Makeup Remover**...LOVE this product—easily & gently removes eye color & mascara...bottom part is conditioners for the eye area—top part breaks up & removes eye product...SHAKE...put little on cotton ball...press gently on eye area...VOILA...removes eye color!! Safe for sensitive skin and contact wearers. (*Make stripe on guest hand with eyeliner...put EMR on cotton ball & remove eyeliner on hands...show how quick it is.*)

OKAY...First thing, **feel your face**...you will feel a real difference after even ONE use of our product! (*stroke YOUR face while they're feeling theirs*)

3 in 1 Cleanser:

- 1) Cleanses deeply, thoroughly yet gently
- 2) Exfoliates...gets the dead skin cells off the pores
- 3) Tones the skin while restoring the PH balance...

All in 1 product! (*give each guest warm cloth to remove cleanser*)

ALWAYS clean face at night before bed to remove oil, dirt, makeup from day AND clean again in the morning...most of us in bed 6-8 hours with all those bed mites...so want to clean face again in the morning!

Feel your face (*feel yours!*) ...doesn't it feel soft & smooth? (*nod your head up & down*)

Age-Fighting Moisturizer...Are you excited to use a moisturizer that actually FIGHTS against aging?:) Smooth all over your face both morning & night after you cleanse.

Notice how light and non-greasy that feels? And how little it takes?!

AND...if you want to **ERASE** signs of aging...**TimeWise REPAIR** products!!

Final Step in Basic Skin Care...Foundation

Now that we cleaned the skin & got all the dead skin cells off pores..

The minute we **walk out our door in morning, the sun, wind & all pollution** in air goes straight into pores...unless protected...that's why we use foundation...**it's NOT makeup**...it's **PROTECTION** for the pores! And then at night when we use our cleanser, we take off the foundation along with all the pollution that landed on our face during the day. Does that make sense??!!

FIRST...Foundation Primer!!! (*Let everyone try on ONE side of face*)

(*Choose shade of foundation by trying a couple different shades on cheek, blending well.*) Be sure to write the shade on the Customer's Profile so you don't forget!

We've chosen foundation shade in this lighting...if you get home & in your bathroom looks too dark or too light, exchange it at your Personalized Color Appt.. 100% satisfaction guarantee...isn't great?

How does face feel...(touch your face)...Soft? Smooth? GREAT!

Share a couple other products: *(Try on back of hand)*

Day and Night Solution...tightens & firms skin...deep lines & wrinkles fade away...**PANTYHOSE** for your face:)

Night Solution...little "stars"...**Nutribeads** encapsulate essential Vitamins & highly-effective antioxidants

Day Solution...protect skin during day from both UVB rays "burning rays" and UVA rays...age-causing rays!!!

Add Day & Night Solution to Basic Skin Care...**MIRACLE SET!!!**

You get **11 great benefits for your skin in 5 products!**

How many would like a "Miracle" for your face:) *(flip your hand up)*

Microdermabrasion...gentle and very effective way to remove the entire upper layer of dead skin to reveal more **radiant, healthy-looking** you! How many of you would like to look more **radiant**?

Use couple times a week...**Refine Step** is a super **exfoliating cream** containing **aluminum oxide crystals**...the same crystals used by Dermatologists...only lot less expensive:) *(Try on back of one hand)*

Step 2...Replenish...New skin is revealed, it needs to be pampered & protected with this wonderful **nourishing serum**.

To have microdermabrasion done at dermatologist or exclusive Spa cost \$500-\$1,000...you get SAME treatment in the privacy of your own home for 50 *(we never say 'dollars'!)*...for about 3 months worth!!

The eye area is the most **DELICATE** tissue on entire face...under eye is as **thin as butterfly wing**...regular moisturizer too heavy...need special eye products:

Age-Fighting Eye Cream...preventative measure so you don't GET wrinkles under eye...special moisturization to keep area from drying out and wrinkling...everyone needs this product!!!!

Firming Eye Cream...in case already have some lines:)...increases FIRMNESS and brightens the eye area while giving intense hydration

NEW Volu-Firm Eye Renewal Cream...more advanced firming eye cream targets deep lines, wrinkles & puffiness under eyes, helps with sagging, under eye bags, dark circles & crepiness! Special metal applicator massages eye area.

**Anyone have questions about Skin Care and special Supplements?
Remember you get ticket for any questions!**

Play Name Game...Turn Profile over where see lines...give you about minute and half to write down all the women you know **who have skin:**) Person with most names gets special GIFT! Ready...Set...Go! *(Can give a Color 101 card wrapped pretty, etc.)*

Teach you Dash Out The Door Look...

At your personalized makeover remember you get to CHOOSE a look you want to try with eye liner, lip liner...everything! Tonight is a quick "dash out the door" technique.
(Give Color 101 Sample card or cream eye color, blusher & lip/gloss samples)

Eye Color...apply cream (or powder) all over eyelid.

Blusher...gives you instant healthy glow...start at hairline...just above TMJ...

Temporomandibular Joint...open & close your mouth...feel joint...

Sweep blush forward to within 2 fingertips from your nose

Lip Color...nothing gives our face more immediate "lift" than lip color!

(Have them apply lipstick from sample or lip gloss)

Mascara...Our eyes are window to our soul...mascara is a must *(While trying mascara explain all different types we have)*

Remove head bank...fluff hair...look in mirror...look pretty?

Compliment time...tell each other how pretty you look:)
Hold mirror at arm's length...anyone closer than that is not looking at
Your makeup:)

Feel your face...doesn't it feel SOFT & SMOOTH?!

Before we finish...want to give you opportunity to get more
TICKETS for our Grand Prize drawing.

Want to share a little bit about our **Mary Kay Business** with you...

Look at Placemat...these are some reasons women start their own
Business with Mary Kay (*read through each reason*)

I want to share with you why I came into Mary Kay:
(*Give brief—2-3 minutes—reasons you came into Mary Kay*)

Any questions...get ticket for drawing for each question

Ask you to fill out our **Pondered Pink Questionnaire...**
5 more tickets (*give couple minutes & collect questionnaire*)

Okay...I've found there are **2 Kinds of Shoppers:**

Bargain Hunter...loves a sale...wants bargain & proud of it:)
Who are my Bargain Hunters?

Power Shoppers...hate to shop...want 1-stop shopping...know
what want...usually in a hurry.

Who are my Power Shoppers?

There is another kind of shopper...LOVES to shop and makes it a
Full-time career:) (*laugh*)

We have "**whale of a deal**" for all of you!

Turn placemat over...share with you different ways you can get
Product

(Go over each set telling what product is in each set)

When you start with **4 Sets or the TimeWise Repair Set #5 you get your roll-up Bag—a \$35 Retail Value—FREE:)**

You do get **1 more ticket for each \$10 you purchase...**
SHOP TILL YOU DROP:)

You also get **10 additional tickets** for setting the date for your
Personalized Color Appointment with friends:)

Just to give me an idea of what you enjoyed MOST today...ask you to take just a couple minutes to fill out our **Mary Kay Client Questionnaire**
(Give each person Questionnaire & start cleanup while they fill it out)

In the beginning I promised you an **Individual Consultation** to
answer any questions...does anyone need to leave early?

(Take that person first & if not, choose your Power Shopper to meet with you first while the hostess serves refreshments....just say...)

_____, I would love to chat with you first...We'll go into the
living room *(or wherever you & hostess decided to have the Consultations before class started)* while ____ serves the goodies.

Individual Consultation

Thank you for coming...

Did you have **good time?**

Don't you LOVE the way **skin feels?**

Wouldn't you like to **look this great every day?**

(Look at her Questionnaire and go over her answers...)

I see on question 7 you said if money were no object you would like to have _____ May I write that up for you?

(Take out Sales Ticket & write up...do NOT write in amounts until she is totally finished shopping with you!)

How would you like to handle that...cash, check or credit card?

YEA...you get _____ more tickets *(1 ticket for each \$10)*

Let's **Book your Personalized Color Appointment...**

Which is better for you...**daytime or evening?**

I have ___ and ___ open, which day would you like?

Great...is there any reason you couldn't **share your appt.** with a few friends and **get your color products FREE?**

(Give Hostess packet...write in date/time of party)

(Give 10 tickets for booking with friends!)

Discuss "Pondered Pink" form...could you stay for 10 minutes

when we're all done to hear a little more? *(If she can't stay, book time to get together with her TOMORROW to chat...give her CD!)*

After all Consultations return to table & do drawing for Grand Prize

Marketing

People usually have **3 questions:**

How much can I make?

How much time does it take?

How much does it cost to get started?

How much can I make? That's totally up to you and how many appts. you would like to hold.

*(If your class you just held was good, take the sales, divide by 2 and state your **PROFIT** for that class. If that class wasn't good use a class from last week.)*

Not bad money for having FUN, right:)??

How much time does it take?

As much or as little as YOU want...there are NO QUOTAS on how many appts. you hold...YOU are in control:)

How much does it cost?

The only investment required is the Starter Kit...gives you everything you saw me use this evening...**\$100 plus local tax and shipping...**

(Show flier of Starter Kit)

Pretty inexpensive way to start your own business to make some extra money, right?

*(Hand each person a **Consultant Agreement**, ask to fill out for your file and then ask each person...)*

“Would you like to go ahead & get started today/tonight?”

You might just have a new Team Member:)