



Microdermabrasion is a general term for the application of tiny rough grains to buff away the surface layer of skin. Many different products and treatments use this method, including medical procedures, salon treatments and creams and scrubs that you apply yourself at home*. It's usually done to the face, chest, neck, arms or hands. Before we can understand how microdermabrasion does what it does, it's important to understand **how skin works**. Your skin is made up of two main layers, the **epidermis** and the **dermis**. The epidermis is the layer closest to the outside world. It's a set of dead skin cells on top of another layer of cells that are in the process of maturing. The topmost layer is called the **stratum corneum**. The stratum corneum mostly acts as a barrier between the outside world and the lower skin layers. It keeps all but the smallest molecules from getting through.

How Microdermabrasion works - When you remove or break up the stratum corneum, the body interprets that as a mild injury and rushes to **replace the lost skin cells with new and healthy ones**. The stratum corneum is home to many minor skin imperfections like fine wrinkle lines and blemishes. With the stratum corneum gone, the skin's surface is improved. The healing process brings with it newer skin cells that look and feel smoother. **The skin's visible imperfections, like sun damage, blemishes and fine lines, are removed**. Also, without the stratum corneum acting as a barrier, medicinal creams and lotions are more effective because more of their active ingredients and moisture can find their way down to the lower layers of skin. As microdermabrasion temporarily removes some moisture from the skin, it is **always followed by the application of moisturizing creams**. **The MK Replenish is patented and the BEST on the market!!** Early studies suggest that repeated microdermabrasion treatment at regular intervals may influence the way the lower layers of skin grow, as well, **removing deeper blemishes over time**. Evidence indicates that the rapid loss of skin moisture may be what triggers the lower skin layers to work overtime in speeding healthy cells up to the surface.

Pre-selling 10 sets is \$550 in sales...just for talking on the phone.

Make a list of everyone you know. You are offering an amazing product that they will be thanking you for sharing!! Do the calling now to make the sales and have them send you a check for the product. Keep moving through your list until all have been contacted. When you deliver the product, book the lady to invite her friends. This could be non-stop ----- IT'S UP TO YOU!!!

10 Microdermabrasion Sets in 2 1/2 hours!

(Must be read with ENTHUSIASM!) Call me to schedule a time to try the product to see how amazing this is for yourself. Better yet, place a \$400 order today to get the Microdermabrasion EARLY and for FREE so you can share with your friends and customers!

Hi...this is...calling, do you have a quick minute? I am so excited to share with you a revolutionary product that I can offer you in March! It is cutting edge and all the rage! It is the new Mary Kay Microdermabrasion Set. Do you know what microdermabrasion is? (Pause) Up until recently, you could only receive this treatment at a dermatologist office and it wasn't cheap! Our treatment is designed to refine and replenish your skin making it look and feel younger in two easy steps. The first step consists of aluminum oxide crystals that gently refine and polish the skin. The second step is a patented serum that contains vitamins and anti-oxidants to replenish the skin...it soothes, smooths and softens. No other product like our second step is on the market. You will experience a deep clean like never before and all those who have tried it say they could see results in ONE treatment! I can get excited about that, can you? Ok, this product will sell fast, so I am taking pre-orders now! The set retails for \$55 + tax but now I am offering it tax free! Remember, this same treatment at your spa or dermatologist's office will be between \$75-\$200 ... and that's a SINGLE TREATMENT! They recommend a series of 4-6!!! Yours is a 2 month supply!!! Is there any reason why I can't put you down for one? Great! Would you rather give me your debit or credit card? I cannot wait to try this new product with you in March!

FYI - *Dangers of using a tool or Professional microdermabrasion - can bruise or discolor the skin if done incorrectly. The vacuum action tends to cause blemishes if the skin tension is let up or uneven. The lip area is particularly susceptible to bruising, and the eyelids should never be treated with microdermabrasion. Treatment that is too deep or intense can cause permanent discoloration to the skin.