

New Consultants - Let's Get Going!!

Satin Hands Challenge Instructions . . .

Here's your first Challenge!! Pamper yourself with a Satin Hands treatment (instructions and Satin Hand sampler will arrive in your Showcase) and then treat 25 women with the same! Script: "I've just opened my own business teaching skin care with Mary Kay Cosmetics out of Dallas, Texas and as part of my initial training I need to get your opinion on our Satin Hands treatment." After you've demonstrated, "The set retails at \$34 + tax. Would you like one for yourself or do you have a friend in mind to give as a gift?" Checks are made out to you. Once you've ordered, product will arrive within two weeks.

Work full-circle from the start. In other words, take it to the next step by saying: "You've been so great to give me your opinion. My director suggested I start with the 25 sharpest women I meet to get their opinion on our skin care and alpha hydroxy skin supplements and how they compare to what you are currently using. Is there any reason why we couldn't get together for a mini makeover? Which would be better for you this week or next? Day or night?" Book exact time, but most importantly, you're in motion! Congratulations and Good Luck!

Use This Script to Book Your Perfect Start & Power Start!!

"Hi _____, this is _____! I'm so excited! Do you have a quick minute? Let me tell you why I'm calling; I've just opened my own business teaching skin care and glamour make-up artistry with Mary Kay Cosmetics out of Dallas, TX, and as a part of my training, I need to share the product with 25 sharp women to get their opinion on Mary Kay's new product line, and because my director stressed that we include the sharpest women we knew, I immediately thought of you because I knew I could count on you! I would sure appreciate having you in on my original training and you'll be pampered with a luxurious facial and skin supplement products, glamour samples, and satin hands! Is there any reason why we couldn't get together? Is daytime or evening better for you? Beginning of the week or end? I could see you on _____ at _____ or _____. Which would be better for you? Great! By the way _____, if you'd like to have a couple of your friends over to share the makeover, that would be great! It's a lot a fun in small groups and it would put me in a position to give you some free product or discounts as a special "thank you" for helping me finish my training faster! Who do you know that might like to join us? (pause). I want you to know there is no obligation to purchase anything; I will have some products with me, but my goal is to get your opinion of the product you try on.

I'll get back in touch with you to see who will join us so I can give each of them a quick call to find out a little bit about their skin type so I'm sure to bring the right products and samples with me! Would it be better for me to call you back tomorrow or _____? Great! I know we'll have a great time! I appreciate you and can't wait to give you some freebies! I'll call you on _____."

What do you offer?

- * Offer the opportunity to get \$75 in product for only \$25 (costs you \$12.50)
- * Offer her \$5 Free Product for each guest. Limit 5.
- * Use the hostess brochure included in Showcase.

Satin Hands Pampering Treatment

I'd love your response to this special treatment system by Mary Kay, designed to leave your hands feeling soft and smooth. Please fill out your name, telephone number and your response to this product by circling 1, 2 or 3 to indicate which applies to you. (Note: *Satin Hands Gift Set* retails at \$30 + tax.)

- (1) I'd love to purchase this product! Please order me # _____ sets.
(2) I would like to earn this product FREE
(3) I am not interested at this time.

Client Name	Telephone Number	Response		
1. _____	_____	1	2	3
2. _____	_____	1	2	3
3. _____	_____	1	2	3
4. _____	_____	1	2	3
5. _____	_____	1	2	3
6. _____	_____	1	2	3
7. _____	_____	1	2	3
8. _____	_____	1	2	3
9. _____	_____	1	2	3
10. _____	_____	1	2	3
11. _____	_____	1	2	3
12. _____	_____	1	2	3
13. _____	_____	1	2	3
14. _____	_____	1	2	3
15. _____	_____	1	2	3
16. _____	_____	1	2	3
17. _____	_____	1	2	3
18. _____	_____	1	2	3
19. _____	_____	1	2	3
20. _____	_____	1	2	3
21. _____	_____	1	2	3
22. _____	_____	1	2	3
23. _____	_____	1	2	3
24. _____	_____	1	2	3
25. _____	_____	1	2	3

Independent Beauty Consultant Name _____

Start Date _____