

# 7 Steps- Individual Close

By Vanessa R. Upkins

**1. Did you find your Mary Kay Facial enjoyable and does your skin feel softer?**

YES  NO

**2. Do you understand the value of using one complete line for the best results and the reason why we do not break up the set?  YES  NO**

**3. When, we get together for your second appointment, what would you like for me to teach you? A new look for your  EYES**

CHEEKS  LIPS or  WHOLE NEW LOOK

**4. Of the sets listed mention earlier, which one would be best for you Dash- Out the Door Roll-Up or the Dash -Out the Door Special?**

Dash - Out the Door Roll-Up Bag -\$304.00 Special for Today Only or

Dash Out the Door Collection - \$164.00 Special for Today Only

This is the last set I mention  Miracle Set \$104.00

**5. How would you like to handle it?**

Cash Check VISA MasterCard Debit

**6. When we get together for your second appointment, is there any reason why you could not share it with a few friends? Great! With your purchase for today, at your second appointment when you share it with 3 or 4 people, you will receive \$75 dollars in Mary Kay products for only \$35.00 and earn up to \$100 in free products. Isn't that wonderful? Tell me, which would work better for you the beginning of the week or the end of the week? Schedule the appointment. Go over the Hostess Packet with her.**

**7. In just a few minutes, I will be sharing the marketing presentation. I don't know if you are looking for ways to make extra money or not but this will help me with my training and your name will go in a drawing to win free products today, plus our monthly unit drawing. Give them a ticket if they stay and listen to the marketing presentation.**

*Give a ticket for their purchase, scheduling the 2nd appointment and listening to the marketing presentation.*

*Share the marketing presentation using raffle tickets. Everyone who stays and listens gets a ticket. For every question asked they get a ticket. If they can't stay schedule a time to meet within 24- 48 hours and send them home a CD and the marketing material.*

**\*\*After every class, you will call me to discuss the class. Be sure to follow every step.**



# Dash Out the Door with "It's in the Bag" Specials

**Mary Kay Cosmetics**  
**The #1 Best Selling Brand!!**

## On the Go Miracle Set - \$104

This set provides you with everything you need in skincare. Use this twice per day and watch your skin transform!



**Retail Value**  
**\$114.00**

Add the following to your set:

- Firming Eye Cream - \$30
- Microdermabrasion - \$55
- Satin Set - \$48
- Eye Set - \$44

## Dash Out the Door - \$164

This set provides you with the skincare you need and the color you want. Add a little "GLOW" to your appearance with a set that is natural and appealing.



This empty compact can be filled with your choice of cheek color, or bronzer along with applicator or mineral powder foundation & brush



**Retail Value**  
**\$198.00**



**Purchase any of the above set today and receive \$75.00 in Mary Kay Products for only \$35 plus tax at your second appointment! Ask me How!!!**

## The Dash Out the Door Roll-Up Bag - \$304

You are ready for road trips!  
This set provides you with everything you need. It includes the DASH OUT THE DOOR PACKAGE *Plus...* Microdermabrasion, Firming Eye Cream, Oil Free Eye Make-up Remover, The Satin Hand Set, Satin Lips, and a free Travel Roll-UP Bag

**Retail Value**  
**\$376**



**Take It**  
**All Home**  
**Today!**



Cash, Check, MC, Visa, Discover and American Express Gladly Accepted. Ask me about my Payment Plan!

# it's girl time!



Step 1 <b>Cleanser</b>		Step 6 <b>Vanilla</b>
Step 2 <b>Day Solution</b>		Step 7 <b>Bronze</b>
Step 3 <b>Eye Cream</b>		Step 8 <b>Lip Gloss</b>
Step 4 <b>Moisturizer</b>		Step 9 <b>Microderm 1</b>
Step 5 <b>Foundation</b>		Step 10 <b>Microderm 2</b>

**MARY KAY**<sup>®</sup> \* America's  
**Best-Selling** Brand





# Hostess Special

**\$75 in Mary Kay Products for only \$35 + tax**



- ♥ Purchase your Skin Care Program at your first appointment.
- ♥ Have at least 3 – 6 people attending 2<sup>nd</sup> appointment.
- ♥ Hold your class within 14 days of the first appointment.
- ♥ Have a total of \$200 in sales, including outside orders at the time of your class.

**T**hank you for holding your class on the original date scheduled. I'm excited about your pampering session. I know it will be a GREAT one!

## How To Invite Your Guests

“Hi \_\_\_\_\_, this is \_\_\_\_\_. Do you have a quick minute? I'm so excited! I've just scheduled a pampering session with a Mary Kay Beauty Consultant.

I can only have a few friends to join me for an evening of pampering. Our pampering session will be on \_\_\_\_\_ at \_\_\_\_\_.

I'd really like for you to come. This is going to be so much fun! So, can I count on your support?” Great, she will be calling you to ask you a couple of questions about your skin. Oh, you can bring someone with you. Thanks for coming!

*If for any reason she can't make it, ask her to place an order & schedule her own pampering session and you will get credit and qualify for the bonus gifts below.*

**When you call me with your guest's list & their telephone numbers within 2 days, I'll have a special gift for you.**

## **Bonus Gifts**



**1. You will receive items for 1/2 price for every person that schedules an appointment. Example: 2 bookings - you get 2 items at 1/2 price; 4 bookings—you get 4 items at 1/2 price.**

**2 Take 10 orders from the brochure before your class – free Private Spa Set (While supplies last)**

**3 When your class totals is \$ 500 or more in sales- you get an extra \$50 in free products or featured gift collections.**

**4 Refer someone to become a Mary Kay Consultant and when she becomes active, you will receive \$30 in free products.**

Created by Vanessa Upkins

# Dash Out the Door with Today's Special

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The #1 Best Selling Brand!!**

## On the Go Miracle Set - \$104

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**Retail Value  
\$114.00**

Add the following to your set:

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Microdermabrasion - \$55

Satin Set - \$48

Eye Set - \$44

## Dash Out the Door - \$164

This set provides you with the skincare you need and the color you want. Add a little "GLOW" to your appearance with a set that is natural and appealing.



Don't forget your Ultimate Mascara and Vanilla or Island Bronze Eyesicles!

**Retail Value  
\$198.00**



This compact filled with your choice of cheek color and bronzer or two bronzers, along with applicators and your choice of lip color.

## The Dash Out the Door Roll-Up Bag - \$304

You are ready for road trips! This set provides you with everything you need. It includes the **DASH OUT THE DOOR PACKAGE Plus...**

Microdermabrasion, Firming Eye Cream, Oil Free Eye Make-up Remover, The Satin Set, and the Roll-UP Bag

**(Retail value \$376)**



**Take It  
All Home  
Today!**



**Receive \$75 for only \$35 Plus Tax!!  
Ask me How!!!**

Cash, Check, MC, Visa, Discover and American Express Gladly Accepted. Ask me about my Payment Plan!

# You are a Mary Kay Angel!

Get a minimum of 10 orders and receive a **FREE GIFT**\_  
It's So Much Fun!!



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	NAME	TELEPHONE NUMBER	PRODUCT DESCRIPTION	QUANTITY	TOTAL with TAX
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
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