

First I want to meet everyone. Tell us your name, a little bit about yourself, & how you know the Hostess. *Also, if you've ever tried Mary Kay in past, tells us your favorite product. If you haven't tried it, tell me one thing you'd like to learn about tonight or an issue you've been having with your skin. Mark that on your Profile card for me under question 5 & 6. **I want to thank each of you being here tonight.** Just for trying the products and giving me your opinion, you are helping me -

Okay...here's our AGENDA:

1. You'll get to try the **Ultimate in anti-aging Skin Care ...the Time Wise Miracle Set.**

2. A **Quick touch of COLOR.** (optional for color makeover:

Tonight I will be

helping the Hostess with her look. I'll show her how to apply her makeup using our Brushes.) You'll be doing your own makeup tonight but don't worry, everyone here will get a **Check-Up appointment with me and I'll show you what colors to wear and how to apply them.

3. **Your Individual Consultation.** I will meet with you at the end to answer any questions you may have and to get your opinion of the products that you tried. I can also help you with your product selections.

Okay ladies, at every PARTY I'm looking for 3 things:

- Women who want to be my FRIEND and look FABULOUS!
- Women who like to have FUN and get FREE stuff! *(raise hand)*
- Women who are looking for FINANCIAL FREEDOM & more FLEXIBILITY.

Raise your hand if that sounds like you.

(OPTIONAL GAME) By the way, every time you hear me say FREE be the first to raise your hand and say, "It's for me!" to get another ticket towards the DOOR PRIZE.

I want to thank our Hostess for being my FRIEND and she's going to get lot's of FREE stuff tonight!

This gift is for having me over and sharing me with your friends, which is the greatest complement you could ever give me.

I want you all to relax and have fun because there is **no purchase required.**

Just for sharing me, our Hostess will get **\$75 in product for only \$35! That's \$40 FREE!**

Or, she could earn up to **20% of her total sales**, whichever ends up being more.

Now, if you are tempted...and I know you will be..

I have most of the products

here with me so you can take them home and start using them right away! Just so

you know, I take **VISA, MASTERCARD, DISCOVER, CHECK, CASH**

and H.U.P. (H.usband U.nawareness P.lan.)

Now, here's why you are going to LOVE having me as your Personal Beauty Consultant. I will SPOIL you rotten!

- 100% Satisfaction Guarantee
- Personal Service
- FREE GIFTS with purchase
- VIP invitations to special events
-
- FREE shipping & delivery
- LOOK BOOK subscription + FREE samples
- 20% OFF your whole Birthday month!

You will also love buying your products from a small business owner in your community and from a company who gives back in a BIG way.

- When you purchase your products from me, you're **supporting your local economy.**
- The **Mary Kay Ash Charitable Foundation** supports the fight against cancers that affect women and stopping domestic violence against women & children.
- We are also a very **GREEN** company.
- And we **do not test on animals.**

Now I'll tell you a little bit about myself and why I LOVE

what I do:

I've been building my business for ____ and when Mary Kay found me I was _____.

I decided to become a Consultant because _____.

What I love most about my business is _____.

You know, Mary Kay says that at every class there's a future Beauty Consultant waiting to be discovered. Maybe you're the one looking for

FINANCIAL FREEDOM or FLEXIBILITY.

Here are the reasons most women start a Mary Kay business of their own.

(if you're using the Placemat, have them read each box for a ticket)

M-oney: Get your cutting edge products at 1/2 price, 50% profit from sales, make extra money or six figures...it's up to you!

R-ecognition: Diamonds & prizes, Seminar in Dallas where you're treated like a movie star!

(tell them about a prize you've earned or are working for)

S-elf-confidence: Voted one of the TOP companies for women, opportunity to make a difference in the lives of others.

C-ars: Tags, tax & insurance paid, no more car payment!

A-dvancement: Bonuses & team building commissions, ad-vance at your own pace, someone to mentor you every step of the way!

(tell them about your current career goal and how they can help)

B-e your own boss: Flexibility, work from home, live your priorities of faith, family, then career.

Okay, are you ready to be PAMPERED????

Let's get started! Go ahead and pull your hair back.

NOW LET'S TALK ABOUT THE 5 SECRETS TO GREAT SKIN:

***OPTIONAL TRY MICRO. ON BACK OF HAND NOW!**

(MICRO STEP 1 AND 2 ON ONE HAND, PUT LIQUID

FOUNDATION ON BACK OF BOTH HANDS THEN:

How did you like the TimeWise MicroDermabrasion that you tried on your hand? Look at the difference it made on your one hand.

Imagine the results you'll see when you use it on your face!

The **GOOD** news is your skin is **constantly regenerating itself, and our products just speed up that process.** When you're young your skin regenerates in about 24 to 48 hrs. **BAD** news is Mature skin can take up to 120 days!

OPTIONAL:

Now, here's a **picture of me naked,from the neck up!** It's me before Mary Kay. Everyone tells me I look **YOUNGER/ BETTER NOW** than when I first started with MARY KAY! This is why I'm so passionate about our SKIN CARE!

The **Time Wise Set**, which is the most important part of the **Miracle Set**, takes care of the **5 essential steps to ageless skin**:

1. **Cleansing** removes makeup and impurities.
2. **Exfoliating** removes dead surface cells that dull the skin.
3. **Freshening** tones the skin and refine pores.
4. **Moisturizing** keeps skin hydrated, soft, smooth, and more firm and lifted.
5. **Protection** from the sun and environmental damage.

Now, look at your skin in the mirror.

We have a saying in Mary kay...**how old you are is your business, but how old you look is our business.**

What we'll be doing over the next 20-30 minutes will only take you about **3 minutes in the morning and 3 minutes at night!**

- Before we get started, let's remove your eye makeup with our **Oil Free Eye Makeup Remover**. It removes waterproof mascara easily. It's safe for contact lens wearers. Leaves no greasy residue. It even gets rid of eyelash mites and that's why I call it "**The Critter Getter!**"

- First, let's try your **3 in 1 Cleanser**. Always apply your Cleanser in an upward and outward motion. Remember this...."up is young, down is old!"

(COMBINATION/OILY GO TO THE BATHROOM AND USE)

- Your Cleanser takes care of the first 3 steps to healthy skin. **It cleanses, exfoliates and tones**. As you massage the cleanser into your skin, the micro-beads go to work! Your treating your skin to a facial just by washing your face every day!

- We also have it in a Cleansing Bar! (Best for oily skin.)

- We also have our wonderful BOTANICAL EFFECTS for people with super sensitive skin. It's completely hypo-allergenic.

- Now, just remove it with your damp cloth.

- I'd also like to mention we have a great Skin Care Program for teens

called **Velocity**. It's great for young and sometimes problematic skin.

Day & Night Solution

□ Before we move on to your Moisturizer, I have a special treat for you!

These two bottles are your “**Fountain of Youth**”.

□ The **Day & Night Solution** can be added to your Time Wise Set to make it a Miracle Set! It delivers **seven additional anti-aging benefits** for your skin.

Day Solution:

- Protects & shields the skin from UVA/UVB rays with SPF 25.
- It has calming peptides that relax expression lines.
- Contains antioxidants that neutralize free radicals.
- It also contains light diffusers that soften the appearance of fine lines & wrinkles. *(let them try this on ½ their face*

Night Solution:

- Repairs your skin while you sleep by counteracting daytime damage with botanicals and peptides.
- Restores elasticity and firmness, and helps fine lines and wrinkles fade away.
- The little microcapsules (or Nutribeads) burst to deliver a fresh supply of antioxidants and vitamins which are essential for the renewal process! *(let them try this on elbow)*

TimeWise Age-Fighting Moisturizer

□ Now, go ahead and apply your Moisturizer in an upward & outward motion.

□ Did you know that a lack of firmness is caused in part by loss of moisture?

What's the difference between a Grape & Raisin?

□ Your Moisturizer, which is oil-free, gives you **all day moisturization** and contains a **special humectant blend** which draws moisture from the air, plus **powerful antioxidants**.

It creates a protective barrier, which keeps the good things in and the bad things out! **YOU WILL LOVE IT!**

We also have it with SPF 15.

□ Don't worry, the Combo/Oily formula actually helps to prevent shine for those of you with oily skin!

PLAY NAME GAME

At this point, are going to try Satin Lips and play a game!

Grab your pen, your cell phone and flip your profile over.

Now I'm going to have you apply your lip mask which is going to

Get all the dead dry skin off your lips, while we let it sit and do its

Job I want you write down all the women you know that are NICE, at

Least 18, nice, live local within an hour and most of all NICE, that

may

Enjoy the same pampering your getting today-DON'T START YET...

It's the person with the MOST names and numbers at the end WINS

Foundation

- Did you know that Foundation is actually a part of your skin care? You either wear protection or pollution. We also have a **Tinted Moisturizer** with SPF 20 if you like a sheer coverage.
- How many of you ever have trouble finding the perfect Foundation shade? This is another benefit of having your own Beauty Consultant. At your quarterly **“Check-Up” appointment**, we’ll re-match your shade.
- I call our Foundation the “Airbrush in a Bottle”. It provides build-able coverage, it’s transfer-resistant and it feels so light and natural on your skin!

Let’s start by applying the Foundation Primer.

It fills in all the pores and wrinkles and gives you a smooth surface to apply

DEMO OF PRIMER: HAVE THEM TAKE A LITTLE BIT AND APPLY IT TO THE INSIDE

OF ONE WRIST, THEN HAVE THEM APPLY LIQUID (only)

FOUNDATION TO

BOTH WRISTS AND COMPARE-

APPLICATION TIP:

I like to use a our Mineral or Liquid Foundation Brush for a flawless finish which I’m using on our Hostess tonight.

How does your face feel?

I call your Miracle Set “**SPANX for Your Face**” because it instantly makes everything look smooth, lifted and perfect!

It feels this great after using these products only once! Imagine how great your skin will look & feel using it every day!

TABLE CLOSE THE MIRACLE SET:

Let’s review what you have tried today...

The first thing you used was your cleanser. You will use this 2x a day, once in the morning, once at night. You need about a dime size, & it will last you about 3-4mo. Then we did your day and night solutions, you only need 1 pump= pea size, and they will last you about 6mo each.

(Feel right and left sides of face, & elbow).Then we used your moisturizer which you will also use 2x a day.

You only need a pea size of this moisturizer and it will last you 6-9 months. Then we finish with your foundation, which of course, totally depends on how much you wear.

The liquid lasts about 3-4 months, and the mineral powder about 5-6 months.

TimeWise Basic Skin Care Set includes the 3-in-1 Cleanser, Moisturizer and your choice of foundation.

With The Basic Set you will have 43% less wrinkles! We like to compare taking care of your skin to

taking care of your teeth...using the Basic Set is just like brushing your teeth!

It’s the very basics of good

skin care if you’re not so interested in the extra age-fighting benefits! Starts at \$60 (with TW liquid) -\$68

(with Mineral powder and brush) When you add the Day & Night Solution it becomes the

TimeWise Miracle Set and your results double—you will have 86% less fine lines and wrinkles

and a more even skin tone. Using the Miracle Set is like brushing AND flossing –you have more advanced care for your skin!

This starts at \$110 (or \$118 with mineral powder and brush)

Now for a quick out the door color look! Remember you'll want to book

Your free customized color look with me today and when you have friends join you then you'll get some free products!

- Tonight we will use these great cream-to-powder eye shadows and cheek colors, a little lip gloss and of course mascara! These eye colors go on creamy then dry to a powder finish, which is water proof. Can be used alone for quick color, or as a primer underneath your mineral eyeshadows. Cream blush blends to a powder finish for a sheer kiss of color on your cheeks.

Lip gloss is infused with vit. E and vanilla so its always healthy never sticky!

Ultimate mascara is WOW I love it!!! It lengthens, strengthens and builds all in one mascara

Do satin hands

Compliment Time

Take a look at our Hostess! What do you like best about her look?

Turn to the person to your left (and then right) and tell her what you like the best about her look!

Ok now for our SALE for tonight!!!!

(pass out the closing sheet)

I will give you these sheets and you can review all the sets but, I want to share with you my favorite set, which is going to save you the MOST money!!

-The "I deserve it all" set, comes in this SUPER cute roll up bag, all the pockets come off individually (RIP ONE OFF), it's great for travel, it hangs on the back of your bathroom door, and it's see-through, so you can still see all of your products and remember to wash your face, without having them all over the bathroom counter!!

You pick 4 sets and you get it for \$189 (you can also do a payment plan just ask me how)

Today we tried sets A,B,C,F and H

Does anyone have any questions on this sheet?

Of course you can take anything home by itself EXCEPT the cleanser and moisturizer they MUST go home

Together!

IF YOU PLAYED OPTIONAL TICKET GAME DRAW AT THIS POINT

THEN GO TO THE 4 QUESTION CLOSE

4 question close

1. Did you have fun tonight?
2. If money wasn't an issue, what would you want to take home tonight?
3. What do you want to learn at your follow up appt.? Do you want the advanced mineral makeover, more skin care, body care, fragrances, etc.
4. So, like I told you tonight my goal is to _____ part of that goal is to share with 5 women a week how we make money in Mary Kay. Now this doesn't mean you want to sell MK, in fact you probably don't, it just means that you'd be willing to help me with my goal! So write **YES** if you loved what I did today and you need extra cash and already know you want to sign up!

Write **maybe** if your not sooo sure you want to do mk but heck you'd love to help me meet my goal and you want a free gift, and you can give me a few min. of your time to listen to the facts, or write no if you don't wanna help with my goal, you don't wanna know how we make our \$ and you don't want anything free.

Ok who needs to leave first? (if no one needs to leave right away start with the most excited person first and NOT your hostess!)
Hostess severs refreshments at this point.