

SKIN CARE CLASS OUTLINE

Ask your hostess to pamper each guest with Satin Hands as you set up the trays.

Welcome! Please tell me: Your Name, how you know our hostess, what you do during the day and one nice thing about the Hostess?

Tonight I am working for your lovely hostess, _____. It is my job to pamper all of you and to make sure our hostess can earn FREE products. You can help too! Here is how:

- ☆ **Purchase:** fall in LOVE the product. When you spend \$40 or more tonight & receive a free gift for yourself and your hostess gets points towards her FREE product!
- ☆ **Host:** Do you like FREE? Any guest who decides to become a hostess by simply agreeing to have 2-3 guests at her follow-up appointment will have the chance to earn FREE at her get-together AND help her hostess tonight!
- ☆ **Decide:** You can choose to make money or save money with Mary Kay. I'm not looking to change anyone's mind BUT I am looking for women who want a change. Watch me closely tonight and if this looks like fun and something you could do—ask me for more information when I meet with you at the end of the night.

This is the first of two appointments. Tonight is focusing mainly on skin care and at your follow-up we will do a “check-up from the neck-up” and advanced color.

Every time I say the words “follow-up”, please pass this gift to the person next to you. Whoever is holding the gift at the end of the night will get to take it home with them! (Wrap up a color card or mini hand lotion to pass around for the prize.)

Let's get started. How does everyone's hands feel? Good, right? Now, let's do the same to our lips.

Lip Mask: lips only part of body that doesn't naturally exfoliate.

Today we are focusing mainly on basic skin care and at your follow-up you will get to try some advanced skin care products.

Please put on your headband to get your hair away from your face.

Eye Makeup Remover: oil-free, safe for sensitive eyes and contact lens wearers.

TimeWise® 3-In-1 Cleanser: melts at the skin surface for a deep down clean. Cleanses, exfoliates and freshens all in one.

Use warm wash cloths to remove cleanser and lip mask.

BEFORE PHOTO: no smiling.

Lip Balm: provides 6 hours of pure moisture.

Day/Night Solution: put products on the back of each person's hands. Day provides UVA/UVB protection from the sun while relaxing expression lines. Night restores your skin from any damage incurred during the day. Both of these products work at the cellular level.

At your follow-up you will get to try our microdermabrasion set.

TimeWise® Firming Eye Cream: using ring finger (weakest finger) dab (not rub) under eye and on eyelid. Instantly firms and brightens eye are.

TimeWise® Anti-Aging Moisturizer: provides 10 hours of moisture. For combo/oily skin it provides moisture while absorbing excess oil.

Foundation Primer: oil-free but absorbs oil while filling in any imperfections and acting as a magnet for your makeup.

At your follow-up you will get to try our brush set.

Foundation: dot all over face and then blend as if it is moisturizer. Blend into hairline and down jawline avoiding the eyelids. Lightweight, buildable and won't come off on your clothes.

COMMERCIAL BREAK: Play the PINK Game.

Dash Out The Door Color

Today we are focusing mainly on a basic every day look and at your follow-up you will get to try a glamour look.

Iced Cocoa and Beach Blonde Eye Creams: using ring finger gently apply to eyelid.

Bronzer: Using a cotton pad dab onto apples of cheek and then turn cotton pad over and blend.

Ultimate Mascara: Never pump brush – only twist. Never share mascara and always use a new tube every 90 days. Ultimate never clumps or flakes. Will hold up through tearing up but will not hold up through a full-on snot nosed cry.

At your follow-up you will get to try our Lash Love mascara.

Nourshine Lip Gloss: Has vitamins A & E and a hint of vanilla in it.

Now take off your headbands and fluff your hair. Hold your mirror out at an arms length from you...this is what people see.

AFTER PHOTO: Smile!

Which skin care product was your favorite that you tried? Which color cosmetic was your favorite?

Play referral game.

Think about how much you spent on a phone/purse/coat, etc. knowing that at the most you would only use those for a couple years (maybe)...your skin is the best investment you can make since you will have it until death do you part and you have to look at it every day in the mirror.

Keeping that in mind, let me share with you some of our amazing specials this evening: please flip over your placemat.

I will meet with each of you individually now to review your specific skin care needs and book your follow-up appointment. Since blemishes and budgets are private topics we will meet in my “office” (designated closing area). Who needs to leave first....

Ask your hostess to serve refreshments at this time.

Point out the winner of the “follow-up” game.

Ask the Individual Close questions of each guest.