

**TIMEWISE FIRMING EYE CREAM:**

**We're going to firm up around your eyes with our TimeWise Firming Eye Cream. We call it the "Push Up Bra" for your eyes.**

**In slot number 7 using your ring finger, apply a small amount around your eye area from the outside corner in towards your nose.**

**It firms, brightens and provides intense moisture, plus minimizes fine lines & wrinkles.**

**Use the eye cream every morning & every night.**

## REFERRAL GAME:

How many of you like to shop at 1/2 Price?

Would you like to know how to earn this for 1/2 price at your **follow up appointment**?

*Show the mini compact*

You get to **return 5 tickets** back to me when you make a list of **10 or more** girlfriends names & phone numbers you want to join you for your **follow up**. There's 7 lines on the back of your card then write the rest down in the pink section.

**PLUS** when I show up to your **follow up**, you get the mini compact for 1/2 price!

You have 3 minutes, go!

**\*\*\*DO A DRAWING!** Applaud & wave - share how you feel right now!

### Grab your Hostess Upgrade Sheet

I love giving away free product! Is that okay with everyone?

In the next 48 hours when you give me their addresses so I can mail a super cute invite, you'll get the compact for **FREE** instead of half price!!

Look at what else you get for free (go over the plan)

I am going to pass around my available appointments for the next two weeks. Pick a date for your **follow up**, write your name down, & write a 1 or 2 by your name for which Hostess Plan you want at your **follow up** and if you do that, throw **2 tickets** in the bucket.

**\*\*\*DO A DRAWING!**

## **FOUNDATION PRIMER & FOUNDATION**

**Are you ready for a Flawless Finish!**

**Foundation primer spf 15, “Hollywood's best kept secret!”**

**It fills in imperfections & acts like a magnet that gives your foundation real staying power. In slot #8, scoop it out, apply to your entire face and blend using your finger tips. (let dry for about a minute)**

**Now we’re going to apply your foundation. Today you are using either our Mineral Powder or The Age Fighting Liquid.**

**At your **Follow Up** you might like to try one of other fabulous foundations**

## **DASH OUT THE DOOR COLORS**

**Are you ready to have some fun with color? Well we're going to do what we call "Dash Out the Door." This is quick easy color when you're in a hurry! But don't forget, at your **follow up appointment**, you'll get that customized color look featuring our Mineral Color collection.**

**Apply the cream eye colors with finger or applicator. Apply the lightest shade on your eye lid and brow bone. Apply the darker color in your crease.**

**Apply Bronzing powder or cream cheek color for cheeks.**

**Apply Lip gloss & Mascara.**

**Okay, it's compliment time. Take your headbands off, look at your neighbor & give Her a sincere compliment!**

**Did you girls have fun!  
How's your skin feel - It looks great, right!**

## PINK MARKETING

Okay girls, before I tell you how to take these great MK products home, I know you still have a few tickets left, right??

It is my mission to share this incredible income opportunity with women who like me & millions of others wanted something more, want to make a difference. Maybe you need to earn a little or lot of money or need home office tax advantages, more friends, more fun, love prizes & praise or you need more positive influence & personal growth, **so just in case**, I am going to tell you the 4 reasons why women join MK. It may or may not be for you, but you owe it to yourself to hear the facts! **Then...** I will tell you how to give me back **2 more tickets!**

**Pull out your pink marketing cards:**

**P** stands for Products, **I** stands for Income, **N** stands for Nothing to lose  
**K** stands for kit (*hand them the picture of the kit & set sheet on opposite side*)

You get to throw **2 tickets** into the bucket when you ask me 2 questions about our career opportunity...  
*In your wildest dreams if you ever considered joining MK, what would you want or need to know...*

## I'D LOVE YOUR OPINION

Would you like to throw another ticket in the bucket. Fill out this form quickly.  
When you get to the bottom 1-10, stop, I will tell you what to do...

- 1** I'd rather just be your customer and pay full price for my products.
- 5** There is no 5 it's a smiley face. 5 is middle of the road, We don't know if you're closer to a 1 to 4 or 6 to 10
- 10** Sign me up today. I've definitely have spent \$100 that hasn't made me any money!
- 9** I want to do this. I just need to talk to my husband, might need a little more information

*Circle 1-10, pass it to the end of the table & throw 1 more ticket in the drawing*

Grab your **FAST FUN FACTS** sheet. When you listen to this MK call in the next 24-48 hours, at your **follow up**, you get to choose one 1/2 price item because you listened!! **Plus** you'll go into our monthly drawing for a free **coach purse!** So let me know to follow up with you, 24 or 48 hrs.

## **TABLE CLOSE**

**So you girls want to see the specials?**

**Well, who deserves it all? (raise your hand)**

**This is for the woman who deserves it all! This is my “I deserve it all bag”  
I LOVE this bag! When I travel, it has a handle on it and put right into my suitcase. I don’t  
have to think what to pack.**

**When I’m not traveling, I open it up just like this (un-roll it), it’s got a hook at the top, and I  
Can hang it behind the bathroom door! No counter clutter, no mess, everything organized,  
everything’s inside of the bag.**

**What I love about my bag, it’s customizable. You can fill the pockets however you want.  
Another thing I love about the bag, all the pockets are clear so you can see everything inside,  
because what’s out of sight is out of mind, you forget to use it!**

**And another feature that I love about my bag, watch this... (tear off a pocket), the pockets come  
off, so if I have to do my make-up in the car while my husband is driving, I’ve got my make-up  
right there.**

**So who wants to know how to get one of these travel roll-up bags?**

## SETS CLOSE

Sets 1-5 we did today.

- Set #1**      **Your Basic Set.** It comes with the 3-n-1 Cleanser, Age Fight Moisturizer & Foundation. This is the most important thing you do for your skin, use a basic Skincare routine formulated for your skin type
- Set #2**      **Day & Night Solution Set with SPF 35** - remember “Spanks for your face!”
- Set #3**      **Microdermabrasion.** Don’t you love the way your face feels after using it!
- Set #4**      **The Dash Out The Door colors you did today.** You choose 2 of the cream eye colors, blush or bronzer, mascara & lip gloss of your choice.
- Set #5**      **Satin Hands & Satin Lips**
- Set #6**      **Eye Deal Set.** This set has the Firming Eye Cream you used today. The Oil-Free Eye Make-Up Remover — #1 on the market rated by Good Housekeeping and our eye primer that gives your eye shadow staying power.
- Set #7**      **The Flawless Face.** The foundation primer you used today, your foundation brush, Concealer & Our Brand New Finishing Spray

There are several other sets you can discuss with your consultant at your private consultation.

**On the right side at the bottom are your specials:**

**“The Queen of Everything”** Choose any 4 sets on the page & receive your \$30 Bag for FREE, plus you can pick a 5th set 1/2 Price!!

**“The Princess of Quite A Lot”** Choose any 3 sets on the page & receive bag for 1/2 price

**Our “SHOW SPECIAL”** Choose any 2 sets on the page & receive them for \$99 (does not include #13)

**Grab your profile cards** and turn it over on the back. We're going to answer question 9. It says, **"Wish List."** If Money were no object, what would you LOVE to take home tonight? The Queen of Everything or the Princess of Quite a Lot or maybe the show special for \$99.

You have a sales ticket in your goodie bag, pull that out...

Throw your **last ticket** in the bucket if know your skin feels amazing & you know you are buying something tonight.

**DRAW for 2 More Prizes**

We're going to meet for your individual consultation to customize a skin care program for you. Who needs to leave first? \_\_\_\_\_ (guest) let's start with you. Bring your profile card & all the papers that were in your goodie bag.

\_\_\_\_\_ (hostess name), this would be a great time to serve refreshments.



## ONE ON ONE CLOSE

1. Did you have fun tonight?
2. How does your face feel? Doesn't it feel great! (touch face) smile and nod
3. I see if money were no object, you would start with the \_\_\_\_\_.  
Is this what you would like to take home with you today? **BE SILENT TILL SHE TALKS!**

*If she says no*, “lets figure out what you can afford today.” Talk through other sets.

How would you like to take care of that, visa, mc, discover, cash or check?

**\*\*AFTER you have closed the sale, put the money away.**

4. If she wrote her name on your calendar for her follow up, **set the time to call her in 48 Hours to get the addresses for her guest list.** Did she pick hostess plan 1 or 2. Make Sure you give her a look book and 5 sales tickets to get her 5 outside orders.

If she did not, follow the normal close and try and get her to book...

\_\_\_\_\_, let's go ahead and schedule a time for your follow up appointment. Is there any reason why you wouldn't want to share it with some girlfriends and earn some products for free.

**If she says yes, she will have friends join her, set the date.**

**If she says she does not want to have friends join her, schedule her for her follow up appointment at your weekly meeting**

I do my appointments on \_\_\_\_\_ and \_\_\_\_\_, which is better for you?

5. **FAST FUN FACTS** - remind her about listening to the marketing call. For doing in Within 24 to 48 hours, she goes into a drawing for a free coach purse & when You show up to her follow up, she gets to select one single item at 1/2 price.