

As your guests enter the party, greet everyone.

Have them take a seat and finish filling out their profile cards

Take everyone to the sink for Satin Hands & Satin Lips

Get to know your guests while doing Satin Hands

13 Tickets in the goodie bag:

- 1 for coming**
- 1 for being on time**
- 5 for their 10 names & numbers for guest list**
- 2 for booking**
- 2 for asking 2 questions during marketing**
- 1 for filling out opinion poll**
- 1 for purchasing**

WELCOME & THANK THE HOSTESS:

I want to thank _____ (hostess) for having me here tonight. The greatest compliment anyone can give me is to introduce me to their friends. And because you girls came, she is earning a shopping spree with me, isn't that great!

Tonight we are going to have a lot of fun!

**You're going to experience our Ultimate Miracle Skincare
Some fun "dash out the door colors"
We're going to give away prizes
And at the end, you get to have a private consultation with me!**

So everyone applaud yourself for coming ... & you have to be excited!

And when you win a prize, you can even stand up and wave!!

In your goodie bag are 13 tickets.

Put your name on a ticket and put it in the bucket for coming.

Put another ticket in if you were on time tonight!

Your goal is to get rid of all your tickets before the party is over! You'll have more ways to give me back those tickets!

THE MARY KAY OPPORTUNITY:

Mary Kay Ash started this company almost 50 years ago to give women an opportunity to achieve financial success while balancing their lives & priorities on their own terms, God first, family second & career third & doing unto others as you would have them do unto you.

Now more than 2 million women in over 35 countries have the opportunity to live their dreams!

I love the Mary Kay foundation that raises money for cancer research, the fight against domestic Violence and now MK is partnering with “Love is Respect,” an organization committed to Stopping teen dating violence.

So when you buy MK products you are a part of a company that gives back & you are helping fuel someone elses dreams.

My dream is _____

_____.

Isn't it great to know you are making a difference for someone else today.

And you know what, Mary Kay always said at every party, there's at least one new beauty Consultant... I wonder who it's going to be!

Are you girls ready to get started? Put your headbands on and hand me your wash cloths in your Goody bags.

How many of you could get excited about looking as young as possible for as long as possible. We're going to have a lot of fun and I'm going to teach you the proper technique to care for your skin. You'll be giving yourself the facial, that way everything you learn here tonight you can do at home.

Mary Kay is try before you buy or test before you invest, but you're under no obligation to purchase. But let me ask you, if you could see and feel a difference after one application, wouldn't you agree the products would be worth using?

And for your convenience I accept checks, cash, Visa, MasterCard & Discover. So when you fall in love with the way your skin looks & feels, I will help you find a way to take them home. Isn't that good to know!

Tonight is the first of two complimentary appointments. Today we're focusing on healthy skin, we'll do some fun colors then we will get back together for your customized color look. I call that your **follow up.**

How many of you love to win prizes. Every time you hear me say **follow up, Shout out **"I WANT THAT"** we're going to pass the prize. At the end, the person who has it takes it home!**

******VERY IMPORTANT, if you want to keep your party moving & shorten the time, you must Talk about the product while they are doing it. Don't tell about it then do it. Try it, it works***

Open your books to page 6 & 7. This premium collection of age fight products delivers 11 benefits you need for younger looking skin all listed on page 7. It's called "The Miracle Set."

By your tray is a little cup of water, it's your portable sink.

We're going to start with step 1, top row, far left side, scoop it out and apply to your skin. This is the TimeWise 3 in 1 Cleanser.

If your cleanser is clear with purple beads add a little water to it.

This cleanser is giving you 3 steps in one, cleansing, exfoliating & freshening!

(hand wash cloth)

You wash your face every morning & every night. You never go to bed with your make-up on. Your pillow case is not a wash cloth!

While you're removing the cleanser, let's talk about the next step.

MICRODERMABRASION:

Turn your books to page 12. We're going to do a Microdermabrasion Spa Treatment

From this point on, we're going to apply the products to your right cheek area only.

In slot #2, scoop out **Step 1, remember, apply it to your "right cheek only." Slightly dampen your finger tips and gently massage it around for 1-2 minutes. This step fights fine lines, make pores appear smaller and smoothes & softens the skin. If your face turns red, it's increasing your blood flow.**

Hand wash cloth

You do not use this product everyday. You use it 2-3 times a week.

In slot #3 is **Step #2, apply to the same side. This is the "Replenish Step. It's a rich serum containing vitamins, antioxidants & anti-irritants.**

(Pick up profile card and fan the face to speed up drying time)

Now take the backs of your hands & feel both sides of your face. How many of you can feel a difference?

At your **follow-up appointment, you will get to do your entire face!**

DAY & NIGHT SOLUTION:

Turn your books back to page 6 & 7.

These next 2 Steps (*show products*) we call “spanx for your face.”

How many of you know what spanx are? Do you know what spanx do?

In slot #4, is the Day Solution. Apply it to the right cheek only.

The Day Solution with SPF 35 to help protect & shield your skin from harmful UVA & UVB Rays.

(keep talking while they are applying)

The Night Solution is in slot #5. We’re going to Apply it to your throat today. You don’t put These two products on top of one another.

The small beads are Nutribeads filled with vitamins A C & E and antioxidants to fade away deep lines & wrinkles.

TIME WISE AGE FIGHTING MOISTURIZER:

In slot number 6 is the TimeWise Age Fighting Moisturizer.

Apply it to your entire face.

This moisturizer gives you the combined action of 10 hours of hydration, plus powerful antioxidants that accelerate the skin's natural renewal process.

Use your moisturizer every morning & every night.