

Pajama Party Tips

Supplies

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| <input type="checkbox"/> Mirror With Tray (one per guest) | <input type="checkbox"/> Intense Moisturizing Cream |
| <input type="checkbox"/> TimeWise® Miracle Set®
(combo/oily and normal/dry) | <input type="checkbox"/> TimeWise® Microdermabrasion |
| <input type="checkbox"/> Skin Care samplers | <input type="checkbox"/> Oil-Free Eye Makeup Remover |
| <input type="checkbox"/> TimeWise® Firming Eye Cream | <input type="checkbox"/> Cotton Balls |
| <input type="checkbox"/> TimeWise® Night Restore &
Recover Complex | |
| <input type="checkbox"/> Oil-Free Hydrating Gel | |

Goal of the Pajama Party

To teach guests how to make the most of their beauty sleep using Mary Kay skin care.

Booking Dialogue

"Hi Susan, you know you're one of my best skin care customers, so I wanted you to be one of the first to know about this really fun party! So I'm calling to see if you'd like to get together with your girlfriends and have a pajama party? I'll show you how to get the most out of your night time skin care regimen and your beauty sleep using Mary Kay products and all you have to do is show up in your p.j.'s!"

Party Prep

1. Go to Party Central on Mary Kay InTouch®. Send the Pajama Party Beaute-Vite.
2. Consider sending guests a link to the E-Catalog on your Personal Web Site.

At the Party

1. Romance the benefits of using the TimeWise® Ultimate Miracle Set® and allow guests to try products.
2. Discuss the benefits of using a night time age-fighting product. Sample the TimeWise® Night Restore and Recover Complex.
3. Share tips on how to get a good night sleep and allow guests to share their tips.
4. To create a relaxing atmosphere, consider burning lavender candles and playing soft music.
5. Have guests vote on the cutest pajamas or slippers and offer a prize to the winner.

***The above are suggestions on conducting a pajama party. All parties are unique so please feel free to add your personal touch.**