

# Supplies Check-List and Format for Pink Success Studio Beauty Events/Parties

(i.e. Friday Night Makeovers, Monday Quarterly Guest Events, & Saturday Morning Makeovers)

## Please bring the following items for each of your guests to the Pink Success Center Beauty Events/ Parties

~Please bring only the listed items in a small tote bag

~A fun idea is to bundle the supplies for each of your guests into a cute cellophane bag to set beside her mirror and tray. You may also include a few small candies and/or MK body care sample!

*(Never put the mascara wand in the bag or on the tray. Keep mascara wands with you at ALL times for cleanly purposes & NEVER double dip.)*

~Do not bring in your starter kit.

~Do bring a travel roll up bag filled with retail products for each of your guest to purchase at your individual consultation AFTER the event.

- Face Case/Mirror & Tray
- Headband
- Customer Profile, Look Book, & Sales Ticket
- 1 Face Cloth per guest
- Eye Shadow demo sponge applicator
- Mascara wands or sampler
- Cotton **Pads** (pads are best for contact lens wearers to remove eye makeup)
- 2 Cotton **Balls (not pads)** for mineral powder & blush (or demo brush—that you clean)
- Eye liner and lip liner Samples
- Lip Gloss—you can use retail and put on tray or use a sample.
- Color 101 Look card Sampler (or equivalent samplers: 3 eye shadows, blush, & lipstick)
- Bronzer & Highlighter Samplers

**(Please do NOT use retail size items for eye shadows, blush, and bronzers & highlighters)**

- Optional—Digital Camera for before and after pictures

**For the Saturday Morning Makeovers you also need to bring a luncheon salad to share.**

- **The Director (s) will provide:**
- Retail size demonstrators of all skin care, satin hands, satin lips, and demos to fill the trays.
- Set sheets, guest profiles and any drawing/give-away prizes
- Dessert (for the Pink Power Party only)

### Format:

1. Welcome guests as they arrive & have them sign in and/or fill out a name tag.
2. Bring your guest up to introduce her the director conducting the event.
3. Have them fill out customer profile and offer to get them something to drink.
4. Set up their tray with all the skin care items following the sample display tray provided.
5. Find Foundation shade (have your guest stripe test on her cheek) And put mineral powder in bowl.
6. Pamper her with Satin Hands (and satin lips with time permitting).
7. Once you have set your guests' places and the director is ready to begin the event, you will want to move to the back of the room and be like a lady bug on the wall observing & ready to take notes—this is great training! Please no whispering or talking that can distract the director and guests and can cause us to run late. The director will conduct the event, instruct the guests, and do the “table close”. Remember you are observing not instructing. The director will ask you if she needs your help.
8. When the event is over, you will want to sit down with each of your guests away from the table to do your individual consultations using **the 8 point close to close** sales, book future appointments/parties, and book interviews to share the business opportunity.

**Thank you for you making our guest events inviting, fun, and productive!**