

Toe-Time Pampering Toe-Time Pampering

It's Summer and sandal season is here! Now is the time to book your customers and prospects like crazy to treat their feet to something "mint", something "fizzy", and something "refreshing" with our **NEW Mint Bliss Pedicure Kit!**



HOW TO BOOK TOE-TIME PAMPERING PARTIES:

Hi ___ this is ___ I am so excited I just had to call you! Do you have a quick minute? GREAT! We have a brand new Pedicure Kit that just arrived in our product line in perfect time for sandal season! Listen ___, the reason I am calling you is... I have been challenged to get the opinion of 30 women about our New MINT BLISS Pedicure Kit during the month of ___! I am wondering if there is any way you would let me pop over with these products and pamper you and a few of your girlfriends? I think you'd love it.... And just for helping me out, I'd be willing to work with you to get your Ultimate Pedicure Kit absolutely FREE! How does that sound? When's a good time... beginning of the week or the end? Weekday or weekend? Morning, Afternoon, or Evening?

COACHING:

Keep your hostess coaching fun and simple! Use the girl time brochure from Mary Kay on section #2 OR offer their complete Toe-Time pampering set (Pedicure Set, PLUS additional Fizzies, AND Top Coat, Base Coat, and Nail Polish for having 6 guests in attendance. (A \$59 Value).

After your Pampering Party is Scheduled be sure to help her instruct her on having 6 girlfriends to get her Ultimate Pedicure Kit for free! Help her brainstorm names! Have her quickly invite them (within 24-48 hours), then call her back and find out WHO is coming! Now send the confirmation postcard in the mail! You may want to leave them a message the day before on the their machine to remind them to come and to "be on time":)!

SUPPLIES NEEDED:

1. Spa type music
2. Clear or White foot basins
3. Mint Leaves
4. Display with entire Pedicure Kit & Micro Miracle Set (use other items to "fancy up" your display...Candles, stones, rolled white towels, clay pots with greenery, etc.)
5. Mint Bliss Fizzies
6. Mint Bliss Scrub for Feet
7. Mint Bliss Energizing Lotion for Feet & Legs
8. 220 Grit Wet/Dry Sandpaper cut into 4x4 inch squares to buff feet.
9. Polish Remover & Cotton Balls
10. Tootsie Rolls or Cotton Balls to separate toes
11. Base Coat, Top Coat (may need a couple of these if you have several people attending) and 1 of every Nail Polish color we offer.
12. Satin Hands (optional)
13. Booking gift (optional)

SETTING UP:

Double up bath towel on the floor and set foot basin on top. Fill with WARM water and drop Mint leaves into basins. Be sure you have a hand towel available for each guest.

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CONDUCTING THE PARTY: (Use the Skin Care Class Cards posted in our training center to guide you.)

1. Seat Guests / Profile Cards / roll up pants or change into shorts / remove shoes & socks / remove toe nail polish.
2. Welcome & Intros
3. Begin soaking feet while you drop 1-3 Fizzies into their foot basin.
4. I-Story with marketing (can offer tickets for questions to earn a door prize)
5. Hand Facial (Time Wise Cleanser, Day Solution, Time Wise Moisturizer, opposite color foundation of their skin—apply products to one hand. On the other hand—only dark foundation and compare.)
6. Remove one foot at a time and BUFF with Mint Bliss Foot Scrub, rinse, and pat dry.
7. Then buff with 220 grit sand paper to remove dead skin. (may want to rinse again & dry)
8. Massage feet and ankles (and possibly lower legs) with Mint Bliss Energizing Lotion (avoid toe nails)
9. Separate toes with tootsie rolls or cotton balls.
10. Apply Mary Kay Base Coat
11. Apply 2 Coats of Mary Kay Nail Color
12. Apply Mary Kay Top Coat
13. **GROUP CLOSE!** (Extremely important!)
14. Hostess should serve “minty” desert or refreshments (Tea or coffee with Andes Mints on the side, mint chocolate chip ice cream with Oreo’s etc.) While you begin **PRIVATE CONSULTATIONS** with each guest individually!
15. Could have Hostess conduct Satin Hands after they are finished with their refreshments if you are still finishing up private consultations,

SETS TO OFFER:

BASIC Mint Bliss Pedicure Kit ~ \$32

Fizzies, Scrub, Energizing Lotion, Foot File, & Toe Separators

ULTIMATE Mint Bliss Pedicure Kit ~ \$59

Fizzies, Scrub, Energizing Lotion, Foot File, Toe Separators, EXTRA Fizzies, Base Coat, Top Coat, and Nail Color.

Miracle Set ~ \$102

Time Wise Cleanser, Time Wise Moisturizer, Foundation, Day / Night Solution

MINT BLISS Miracle Set ~ \$161 Value FOR \$129 (like getting Basic Pedicure Kit for FREE)

Ultimate Mint Bliss Pedicure Kit & Miracle Set



If you do a powerful group close, selling them on WHY they need the MINT BLISS MIRACLE SET, and do your private consultations individually, with 6 women in attendance you should be able to sell \$250-\$300 with 2-6 bookings!! GET INTO IT! HAVE FUN! PAMPER YOUR GUESTS! They will love it!



Toe-Time Pampering Specials!



BASIC "Mint Bliss" Pedicure Kit \$32

- 1 Set of Mint Bliss Fizzies
- 1 Mint Bliss Foot Scrub
- 1 Mint Bliss Energizing Lotion For Feet & Legs
- Foot File
- Toe Separators

ULTIMATE "Mint Bliss" Pedicure Kit \$59

- 1 Set of Mint Bliss Fizzies
- 1 Mint Bliss Foot Scrub
- 1 Mint Bliss Energizing Lotion For Feet & Legs
- Foot File
- Toe Separators
- MK Signature Base Coat
- MK Signature Nail Color of Choice
- MK Signature Top Coat

BASIC Miracle Set \$102

- Time Wise 3-in-1 Cleanser
- Time Wise Age Fighting Moisturizer
- Full or Medium Coverage Foundation
- Time Wise Day Solution
- Time Wise Night Solution

ULTIMATE "Mint Bliss" Miracle Set \$161 Value ~ Today Only \$129

- Time Wise 3-in-1 Cleanser
- Time Wise Age Fighting Moisturizer
- Full or Medium Coverage Foundation
- Time Wise Day Solution
- Time Wise Night Solution
- 1 Set of Mint Bliss Fizzies
- 1 Mint Bliss Foot Scrub
- 1 Mint Bliss Energizing Lotion For Feet & Legs
- Foot File
- Toe Separators
- MK Signature Base Coat
- MK Signature Nail Color of Choice
- MK Signature Top Coat

Master Card, Visa, Discover, Cash, & Check....OR A LITTLE OF EACH!

Your Best Deal!



Your Toe-Time Confirmation!



_____ & I are so excited to have the opportunity to pamper your feet at our upcoming **Toe-Time party!** You are going to LOVE our new Mary Kay **"MINT BLISS" Foot Fizzies, Foot Scrub,** and **Energiz-**

ing Lotion! Your Toe-Time experience will start at _____ **sharp,** so we'll want to make sure you arrive **by** _____ on _____ at _____. Just for being her guest, **your name will be entered in our special Toe Time Door Prize Drawing!** I know you won't want to miss out—but *in case* something comes up please call me *at least* 24 hours in advance as I have a limited number of supplies and _____ has others who may want to participate! We can't wait to see you then!

_____ # _____

**You may want to wear shorts or wind pants along with sandals!*

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MARY KAY®

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MARY KAY®

It's Toe Time!

And you're invited.

When: _____

Where: _____

RSVP: _____

MARY KAY®

From:

©2005 Mary Kay Inc.

To:

Place
Stamp
Here

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