



MCDONALD'S CLOSE

Transition into close. Then: So let's take a quick trip to McDonalds.

What's the meal that every kid under 10 wants? THE HAPPY MEAL. And here's your MK Happy Meal – the basics of your skin care: cleanser, moisturizer and foundation. And why do the kids like Happy Meals? They get a prize!

Your MK Happy Meal has a prize, too – (Show Current GWP)

At McDonalds, adults order by number and #5 is the Extra Value Meal – Your MK extra value meal is the Miracle Set – 5 easy pieces to beautiful skin: cleanser, moisturizer, foundation, Day Solution and Night Solution. AND YOU GET A PRIZE!

Now when you order a meal at McDonalds, what does the cashier always say? You got it – DO YOU WANT TO SUPERSIZE IT? So for any of you who would like to Supersize your skin care, may I present the Ultimate Miracle Set: cleanser, moisturizer, foundation, Day Solution, Night Solution, Firming Eye Cream & Microdermabrasion. AND YOU GET A PRIZE!



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OK – how many of you eat out at McDonalds or another restaurant on a regular basis? How often? And how much does an average meal cost? So, for grins and giggles, let's just say you spend \$10 a week eating out TIMES 52 weeks = \$520 a year

WOW! Now let me ask you this, will eating out at McDonalds once a week make you look younger, healthier or sexier? Isn't that amazing that we are willing to spend that much on basically junk food? Doesn't it make more sense to invest in yourself and a quality skin care program that you will use every day for a younger, healthier sexier you?

Turn your profile over, please, and just jot on the back which meal you'll be taking home tonight – the Happy Meal? The Extra Value Meal? Or are you going to supersize it?