

CLASS OPENING!!!!!!!

1. Introduce yourself, welcome everyone, thank them for coming, thank the hostess for having the class!! (sell having a class themselves)
2. Ask everyone to introduce themselves and have them tell what is their favorite product in Mary Kay. Ask: Is there any concerns you have about your skin that I can help you with tonight?
3. Say: I have 3 goals tonight:
 1. I want to introduce or reintroduce you to Mary Kay. We are #1 in Skin Care and color Cosmetics in the U.S. for the 9th year in a ROW!!!!!!!
 2. I am currently in qualification to start my power start or (whatever you are working on) would anyone be offended if I take a few minutes to share a little more about the business with you because I have to practice. Ok, we have to make it cute and fun because that is Mary Kay!!! And we make our own entertainment in Mary Kay. I am going to pass this bag around, and I want you to pick out something that interest you. They Guess it - get a ticket - for a door prize...Have them fill out-

“What You Think” Form -

I have to turn these in with my director to get credit for doing this...

3. HAVE FUN!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!

How do your Hands feel?

Are you ready to get started?