

When demoing TW REPAIR, you will need a dish/cup of water for your client to use to moisten her face before applying the cleanser. Use the show & sell app or the beauty book turned to the TW Repair page. It is best to use a warm facial cloth (not the disposable) like what you would have in your bathroom at home. (Always use white cloths so they can see everything that comes off their face with the cleanser)

Use these words! Make index cards or put notes in your Instructors guide.

Hold the box up and romance it!! Let her know this is a Top of the line product, crème le decerne! It is along the lines of Obagi, PreVage, Clarins etc. It will preserve skin by 15-20yrs. As women reach a particular age we are not only preventing signs of aging but because of age we need to repair environmental damage that has been caused to the skin.

Then say-

TimeWise Repair has undergone the most comprehensive studies ever conducted on ANY new MK product!

Open the box!

Then say-

*This complex system is a unique patent-pending blend of plant stem cells and peptides. The biomimetic peptide helps support processes critical for skin repair.

*This is science reminding our skin what it is supposed to be doing. (It speeds up the process) It creates skin strengthening proteins and creates bonds that hold skin together.

Say-If you don't remember anything else from our time together today-just remember, No sagging and bagging! (laugh) then say- This is a blend of *Plant skin cells which protects skins matrix or firmness(holds it together) Make an illustration by placing your hands flat together-say as time passes by the skins matrix weakens and causes skin to sag, then drop bottom hand down. They will understand!

Take the cleanser out of the box and have your client moisten her face by dipping her fingers in the water dish that you provided next to her tray. Then squeeze a small amount onto her fingertips, instruct her to apply on her face in an upward and outward direction. (she may have best results by rubbing the cleanser together on fingertips and dipping in water dish before applying, it is a foaming cleanser and needs to foam/lather up!) Say-the reason you go upward & outward is because gravity pulls down on the skin so we go in the opposite direction to fight against the gravity. As she is putting on the cleanser SAY- Your **Cleanser**- thoroughly cleanses skin w/out stripping away moisture, it helps renew skins radiance. Share that it is important to cleanse your face morning & evening, when not cleansing before bed we show signs of aging 7x's faster.

As you get up to get her a warm facial cloth-if using the Show & Sell app turn the TW Repair video ON so she can view it while you are away from the table. She removes the cleanser in an upward & outward motion then pats her face dry with a dry cloth you have provided for her next to her tray.

Then pull out the lifting serum from the box and describe: **Lifting Serum**- provides tightening sensation & helps promote skins resilience. Instruct her to start applying from the chin up. Have her put only on the RIGHT side of her face. Explain that she may feel that she needs more with this product because it goes on and dries rather quickly but less is best, it does spread out. She only needs 1 pump or no more

than 1 pump & a half. You may want to let her know that this will be the 1st product that she will run out of from the set. *Active ingredient-liquid crystal used to enhance effectiveness to promote production of collagen. Ask her: do you know at what age we start losing collagen in our skin? Let her guess, then tell her- it is at the age of 15!

Take out the day cream and show her how the product dispenses from the pump, Let her know she only needs to press down once (one pump) and she will have more than enough product. Let her take the product off the top of the jar or use a spatula and give to her(wipe the top of the jars after each demonstration with alcohol) have her put it on the RIGHT side of her face. Describe it exactly like this: **Day Cream-** protects against external irritants helps minimize the activity of pigment producing enzymes-which evens skin tone

Now pull out the Night Cream and show her that she will cleanse in the morning, follow with lifting serum and use her day cream. At night- she will cleanse, use lifting serum, and follow with night cream. I want her to feel that this is a totally different product and has a totally different purpose. Say-when you go to sleep this product will go to work! (Give her some and have her put it in her decollete area) **Night Cream-** encourages cell turnover & renewal, promotes production of collagen and helps increase moisture & vital hydration. *Active ingredient is hyaluronic acid booster: it plumps skin from within & holds in as much needed moisture up to 1000x's its weight in water.

Take out the eye cream- let her know this is the 1st place we see signs of aging because it is the only area on the body that doesn't produce its own moisture. Show her the eye cream and describe it-**Eye Cream-** Brings vibrance to the eye area, helps stimulate microcirculation with the medal applicator & provides a fresh cooling effect as it gently massages the eye area to help reduce puffiness. Use this morning & evening. Put some on her ring finger and have her pat on around the eye area (in on the bottom, out on the top-ring finger is weakest finger and we must be gentle in the eye area because it is the most delicate skin we have, always use the ring finger when working in the eye area) This product will lighten, brighten, & tighten! *Active ingredient-liquid crystal used to enhance effectiveness to promote production of collagen

Put the products back into the box and ask her, how does your skin feel? Look in the mirror, can you see the difference from right side and left side. Ask her which side feels the best? (Read the results from beauty book from using the repair set)

Show the deep wrinkle filler. Instantly fills in the 6 wrinkle zones and improves the appearance over time. Let her try on the left side of her face. Give a small amount and fill in any lines on left side of face with a patting/tapping motion. *formulated with encapsulated hyaluronic acid & flexible elastomers

Can offer the deep wrinkle filler at half price with the purchase of her Botox in a Box (TW REPAIR set)