

Fill out Profile Card

Do Satin Hands

Welcome

My Name is:.....

Let's meet YOU.. (if you are doing a Kick Off Party - Meet those guests first - if you have a Hostess - meet her guests next - now meet all the other guests) If you are doing a single party - of course meet her guests... :)

Name - Occupation - How do you know the Consultant - or Hostess etc..

If it is a kickoff party - have the new consultant cut open her business by cutting the ribbon off her starter kit

Thank You for coming!!!

Today - You'll get pampered by using our Skin Care, you will get to try some color, You will also hear a little bit of how we make our money and then at the end - You will have an individual consultation to answer any questions you may have.

How does your hands Feel? (Hold up satin hands in the bag - you get all 3 products in this cute bag or only \$35) It comes in peach and fragrance free.

Let's get started - Open your Beauty Books to page 2

**On Page 2 - you will see a
Picture of Mary Kay Ash
She started this company on
Friday September 13, 1963
Mary Kay was a Real Person
(did you know that Betty Crocker was not)**

- **We are a 3 Billion Dollar Company**
- **We are Completely Debt Free Company!!!!**
- **We are the #1 Skin Care & Cosmetic Company**
- **We work by the Golden Rule!**
- **Our Priorities are God First, Family Second & Career Third**
- **When you purchase from me today, you are helping support a local business owner**

Look on Page 3

MK makes a difference in lives

Mk makes women feel beautiful, confident and connected

Mk has the MK Ash Charitable Foundation - which helps fund research for Cancer and to help fight domestic violence

When you purchase MK Products and the consultants orders it from the company - a percentage of that is donated to the MK Charitable foundation

Turn to Page 4 & 5

**We have a Skin Care Solution for Every Age
From Acne Prone Skin with our ClearProof
System, to Sensitive Skin with our
Botanicals SkinCare Line, all the way to
more mature skin with our TimeWise
Repair Skin Care Line**

You get a **Consultant with your Products! - She will deliver to you
rain, sleet, snow or shine AND
You get **TO Take Products** Home with you today**

**There are 2 things that make us age the FASTEST?
Who knows what they are???**

**1. Sun 2. Sleeping without washing our face - (we age 7 days
No worries - I am going to show you a product today that you can
use at night - that will only take you 2 mins. to wash your face.**

Did you know that younger skin regenerates itself in about 24 to 48
hrs. How long does it take for Mature skin? It can take up to 120
days!

One more Question - Do you know the reason **MEN stay younger
looking** than women? (shave) BUT GOOD NEWS - YOU DO NOT
HAVE TO SHAVE (lol) - just use our timewise cleanser and it exfoliate
your skin just like shaving..

OKAY LADIES.. IF I COULD SHOW YOU A PRODUCT THAT WOULD

- **TAKE YEARS OF YOUR LOOKS**
- **MINUTES OFF OF YOUR BEAUTY ROUTINE AND A**
- **100% MONEY BACK GUARANTEE - COULD YOU GET
EXCITED?**

YES - WE OFFER 100% SATISFACTION GUARANTEE..

Turn to Page 6
Skinvigate Cleansing Brush
SHOW BRUSH

You can Maximize the benefits with this cleansing brush
This 2 speed power brush gently massages as it removes dirt, residue and make-up

You will notice a difference after the first use
and with continued usage - the rotating action helps polish away the look of past skin damage
The appearance of lines and wrinkles is softened and pores appear smaller

It **REMOVES MAKE-UP 85% BETTER THAN YOUR HAND**
USING this cleansing brush is like having a spa facial treatment everyday in your own home!

Oil- Free Eye Make-up Remover - Hold Up Oil free eye make-up remover - we will not use this tonight but I want to show you how awesome it is.. (use a sample of eye liner or the full size one and mark on your hand - put oil-free eye makeup remover on a cotton pad and wipe it off) [See how easy it comes off...](#)

DON'T SLEEP IN MASCARA - we have eye mites and when you sleep in mascara - it eats away at your lashes

Okay, are you ready to be PAMPERED????

Look at page 7 - HOLD UP MIRACLE SET (Good housing seal)

Go ahead and pull your hair back with your (head band/clips) that I have provided!

Your tray has 8 bubbles!

(always show each product by holding it up in your hand)

1. **Satin Lip Mask** - take your finger and rub it on your lips

How many of you have dry, chapped lips? You will love this product (leave it on)

2. **Timewise 3 in 1 Cleanser** - It is your Cleanser, Mask and Freshener all in ONE ! It will last you **4 to 6 months and it is only \$ 20.00 (you can't go anywhere and buy a cleanser, mask and freshener for \$20)**

Dip your fingers into your Solo Cup / Bowl and wet the RIGHT SIDE of your face only
3. Put very little of **Microdermabrasion** on the right side only (make sure you leave a little bit there so you can come back and do the left side if you want).. Draw a line and do the right side of your nose, chin, forehead, etc.. Massage for a min - if it hurts add a little more water..

NOW - TAKE YOUR WASHCLOTH - OPEN IT UP all the way - dip it into your solo cup / bowl - and go ahead and wipe off your face and lips

You can double dip into your cup - it is your germs, water, and we throw it away.. lol

4. **Step 2 of Micro** - put on the right side ONLY - leave a little for the left....

PULL YOUR MIRROR OUT - AND LOOK AT YOUR RIGHT SIDE - compared to the left do you see a difference? are your pores smaller? Look at your neighbors difference okay, now quickly - put a little on the left side if you want and wipe it off..

5. **Satin Lip Balm** - put that on your lips - **DO NOT USE CARMEX..** it has alcohol in it and dries your lips out - Doesn't your LIPS feel so soft ?

6 and 7 - MK calls it day and night solution - **I call it Botox in a bottle or Spanx for your face..** - Here is why? Day Solution Protects your skin from UVA and UVB rays with a sunscreen of spf 35, it has a calming peptide that minimizes fine lines and wrinkles (everybody smile - it helps those lines around your mouth :) It also contains Antioxidants to neutralize free radicals - GO AHEAD and put the

6 **Day Solution** on the Right Side of your face..

7 - **Night Solution** - do you see the pink, purple beads inside - Those beads contain liquid **Vitamins A, C, E** - and each time you press the pump - you are putting on Vitamins on your face.. It contains Peptide that helps your skin produce Collagen, it also restores elasticity & firmness and makes fine lines and wrinkles fade away.

NOW, today I want you to put this on your NECK - we are not putting it on your face because you are not getting ready for bed yet.. It does go on your face at night WHILE we are talking about the NECK - your neck ages faster than your face so please take care of your neck too..

8. **Moisturizer** - **DID YOU KNOW THAT THE LACK OF FIRMESS on your face is caused** by lack of moisture? Think about it - what is the difference in a Grape or a Raisin? PUT YOUR MOISTURIZER all over your face.. moisturizer is like a TOP COAT for your (like a top coat for your nails) .. Our Moisturizer also gives you 10 hours of hydration!

TAKE THE BACK OF YOUR HAND AND FEEL YOUR FACE - awe... SOFT....

LOOK IN THE MIRROR and see how great your face looks - clean, fresh, etc. SHOW MIRACLE SET AGAIN IN THE BAG...

TURN TO PAGE 8

TIMEWISE Repair Set

This set reduces the look of deep lines & wrinkles, it lifts and recaptures your youthful volume

My Mom after just 3 weeks of using Repair Set



Turn to Page 9 - (I don't have any notes for page 9) Just mention Botanicals, Clear Proof

Turn to page 10 - before we do foundation -

Lets talk about where women show their age first.

THE EYES!!!! Now, we are going to try the

TimeWise Firming Eye Cream. - PUT ON THE RIGHT SIDE ONLY

It helps with firming, moisturizing and minimizing fine lines & wrinkles around your eyes. It does have a light diffuser in this product to throw the shadow off of darkness.... Which finger do you use when working in the eye area?

Use your ring finger to gently apply. / Show Repair Eye Cream too and how it does all 3 things - puffiness, dark circles, fine lines and wrinkles

Foundation Primer – Foundation primer helps hide imperfections in your skin and it also helps your foundation wear longer AND it provides you with SPF15 sunscreen protection. Go ahead and apply to RIGHT SIDE of your face. This will allow you to see the benefits of how foundation looks with/without primer. \$16.00

Foundation - Look at page 11

–Did you know that Foundation is actually a part of your skin care? either wear protection or pollution. Think about 2 barns on a Farm... If you paint one and not the other, in 10 years which building will have aged?

-I have found that most women that don't wear foundation do not wear it because of ONE of these reasons..... Can't find the right shade, foundation feels heavy OR their lifestyle just don't fit with it. Is that any of you?

-How many of you ever have trouble finding the perfect Foundation shade? **(raise your hand)** This is another benefit of having your own Beauty Consultant. No more guessing!!

-We actually have many types of foundation - TODAY - you are using OUR INCREDIBLE _____ Foundation. We can discuss the other options for foundations with you during your individual consultation at the end of the class.

• Go ahead and apply your foundation all over your face using.... it is only \$20.00 **(for liquid)** the sponge provided for you. Using a sponge gives you better coverage and it keeps you from put oil on your face from your hands. - **OR YOU CAN USE CC CREAM - \$20.00**

Show liquid foundation - CC Cream - Mineral Powder

SHOW LIQUID FOUNDATION BRUSH - OMG - THIS IS AMAZING..

look in the mirror again - Do you see a difference in the side with the primer?

Page 12 - 17 - no notes on these pages (which is page 14 in the instructor guide.. just mention we have supplements and other products that are for specific needs..

in the instructor guide on page 15 tape the next page ..

Now... BEFORE WE DO COLOR - LET me share with you some reasons why Women join MK with me...
This may and may not be for you - it is okay.
Guess What? Your name will go into a drawing or _____ just for listening to me and then I will give you a sheet to fill out so we can get your name in the drawing..

Use Your "DREAM " MARKETING NOTEBOOK or The Dream Marketing Placemat

THEN Pass out DREAMS sheets! You may want to have a drawing for a gift/sample at this time from the dreams sheets.

If they circle "A" give them an agreement

B - text them the Video and set up a Share Call with your Director

C - (ASK if they will watch the video)

TURN IN THE DREAM SHEETS TO YOUR DIRECTOR

Turn to page 18
BASIC COLOR

Today you are all getting a **color card** - This may or may not be the color you like or that you would wear. **NO Worries - EVERYBODY GETS A COLOR APPT. WITH ME** where we can create a personalized look just for you like I did for _____ today.... So - go ahead and put on the front of your profile card would you rather hold your color appt. during **the day, evening or week-ends?**

OKAY - who wants to win a Prize? Since you are going to get a color appt. soon - then today we are going to do a **FACE RACE** and see who can put on their color the fastest..

I will tell how to do - here are the **rules..** (take off plastic first)

After you put on blush, all 3 eye colors, lips, scream MK ... then we will do mascara..

If you have someone there for her color appt you can say: Now, I am going to be helping _____ with her color - she has her personalized look to use today (show it) and she gets to use the Brushes - when we do your color appt. you can use the brushes too..

okay - are you ready? ready set go!!

Blush -

Eyes -

Lips

WHOEVER WINS - GET A PRIZE...

THEN DO Mascara...

Show the compact filled

Table Close....

Did you have fun?

Do you feel pampered?

Let's take a few mins - and **complement each other on how good they look - or what is something you love about her look..**

GREAT!!!

SHOW THE ROLL UP BAG! ROMANCE the roll up bag

How many of you like a DEAL??

How many of you would like to take it home with you tonight?

WE TAKE Mastercard, Visa, Discover, American Express, debit, checks and cash. We also do some payment plans it depends on which sets you get.

Show Closing Sheet and deals...

Turn the back of your profile card over

Name, phone number and birthday across the top

Let's answer the questions.. on the back of the profile card

what products are you using?

What would you like to put on your wish list?

What deal or sets do you want to take home with you today?

WHO WANTS TO WIN ANOTHER PRIZE?

The biggest compliment you can pay me is to introduce ME to a few of your friends - so let's play the name game..

1st person done - scream MK

Take out your sales tickets - go ahead and write your name and date on there - and we will come around and help you finish your sales ticket..

Individual Close;

Did you have fun?

How does your skin feel?

Look at the back of her profile card - where it says: what do you want to take home with you..

Say: Okay you want to take home 4 sets.. or you want to take home the basic... **Fill out her sales ticket - add tax - get payment..**

Then Look on the front of her card - where she wrote - I want my color appt. to be - during the day, evening, or week-end.. **BOOK HER COLOR APPT..**

Look at her wish list - let's say it says Satin Lips... say: Now _____(name) when you come for your color appt - if you bring 2 friends with you - you can get the satin lips for FREE..

If she writes Microdermabrasion - I say: When you bring 4 friends with you - you can get it half price or free depends on the sales..

Last thing- **Schedule a Share Call** with her and you / or with you and your director.. I say: I am going to text you the Marketing Video - watch it before we have your share call...