

Welcome guests as they come in the door.

Do the Satin Hands treatment as guests are coming in the door. Decide their foundation and set it by their spot.

Satin hands

Hand Softener- other uses are dry feet, elbows, stretch marks, diaper rash. It is our only original product for almost 50 years.

Satin Smoothe Scrub- polishes away all the dead skin, peaches are natural antioxidants and it's a soap. It also comes in fragrance free.

Rinse

Apply Hand Cream

How do your hands feel?

It's a great gift for anybody, clean scent.

Thank you for coming here today for helping me reach my goal of 30 faces in 30 days and for helping your hostess. Give the hostess around of applause. Special hostess gift for her! (Give hostess whatever you agreed on or discount)

Open your beauty book I gave you and you will see a picture of Mary Kay Ash. Mary Kay is the woman behind the products. Mary Kay was a real woman who created the company in 1963. She wanted to give women an opportunity to achieve financial success while keeping their priorities in order.

A couple fun facts about Mary Kay are

*Mary Kay Cosmetics has a charitable foundation that gives to domestic violence shelters and cancer research for cancers affecting women. There is another important cause that you are supporting today and that is a minority owned business in your community and that's mine because I'm a woman!

* Mary Kay (the woman) won an award for the greatest entrepreneur of the century and to the men it was given to Henry Ford.

*Mary Kay has more women who are earning in excess of \$100,000 a year with Mary Kay than any other company in America. So, Mary Kay has truly achieved her dream to give women financial success while balancing family.

Let me tell you a little bit about myself so I am not a stranger to you.

(Insert your I story)

I started Mary Kay when I went to a party like this. My friend brought me to a party which I wasn't super thrilled about going too. I envisioned bright blue eye shadow and bright pink Cadillacs and quite frankly I thought it was my mom's makeup. I went and was surprised to find out that I loved their skin care, the makeup was cutting edge, and I was fascinated by how excited my consultant was about her business. I learned a couple of things that caught my attention:

*Mary Kay gave away cars

*My friends director quit her teaching job and was making \$8000/month selling lipstick

*The product you just tried is the number one best selling brand for the last 14 years.

So I thought wow that sounds amazing so I got started, got my product, earned a car in 5 months, graduated from college and went into public accounting for 3 months and by that time I was a Sales Director and my part time income from MK was surpassing my full time income from my accounting job. I once heard somebody say that if you love what you do, you never work a day in your life. I loved working my business so I quit that accounting job and earned my pink Cadillac 6 months later. At the same time I was earning my Cadillac, the accounting firm I worked for was going under because it had audited Enron. I went on to have 2 children Jack who is 4 and Tylar who is 1 that I stay home with and my highest check so far has been over 12,000. I don't tell you that to brag. I tell you because I thought women who did this needed a hobby or part time income. I had no idea that so many women were making it a career. This may or may not be something you're interested in and if your not that's okay and if you are then I'd love to talk with you at the end.

Now you know about me, now you know about the company, now let me tell you about the products.

Experience Powerhouse skin care-

Today this is the first of two appointments. Today we are going to do a Dash out the door skincare class. Who loves makeup? Makeup is fabulous but it doesn't solve our problems it covers them up. We are going to focus on skin care because skin care really solves the problem. Let me tell you what we're going to focus on. We are going to focus on diminishing fine lines, diminishing wrinkles, reducing shine, minimizing pores, and a more even skin tone. Does that sounds like something you want to change?

5 things we are going to do today are cleanse, exfoliate, freshen, moisturize, and protect. Normally this would take about 2 minutes but today it will take a little longer since I'm telling you what each one does. Remember, 2 minutes in the morning and 2 minutes at night.

Who has eye makeup on? The only thing you should use to clean your eyes is an eye makeup remover, you should not use oil to clean your eyes because it clogs your glands and causes sties. Oil attracts dirt. This is our oil free eye remover, and it is gentle enough to remove a band aid off a baby. If it's not oil, what is it in there? It's silicone and it's real important that you shake it up first.

Who needs to clean there eyes?

Only use eye products on your eyes.

Have you ever seen at the mall that some companies have step 1 cleanse, step 2 exfoliate, and step 3 freshen? How many of you have seen that? Imagine all 3 in 1. I love this because it's an all inclusive cleanser. I will never forget a step. It also has timewise in it that is a patented complex it makes your skin softer, smoother, tighter and toner so it's antiaging. Comes in 2 skin types. Run it all over your face but not on your eyes.

Wet cloths

Fresh because toner in cleanser – tones

Beads- exfoliate as well as cleanser. So your saving time and your saving money.
Day/Night solution- My favorite Product!! It's like botox in a bottle. Pronewal- it protects your skin during the day with the spf and renews your skin at night. The little beads are vitamins a, c, and e "face lift in a bottle" put it on. It also has retina A so you'll actually feel your skin get tighter , Calming peptides- relax fine facial lines, light reflectors- it will go into a dark spot or a wrinkle and it will reflect the light away so you instantly look younger, collagen

Moisturizer- keeps your skin looking younger longer. It's like a grape and a raisin- which would you rather look like?

There is a HIGE misconception about moisturizer. "Oh if I have oily skin I don't need to wear moisturizer" So you clean your skin and use astringents and dry dry dry your face and what happens is your body goes "oh my face is dry and sends more oil and then you breakout and then you look worse than you did before. So you have to get your skin into a healthy balance of clean, exfoliate, freshen, moisturize, and protect. Again, there are 2 types- one for oily and one for dry. Again, it is very important to keep it away from your eyes. There are no moisture glands there so if you put moisture there it causes excess moisture which is called puffiness.

I keep saying chest up- you can tell a woman's age on her chest and hands. You cannot get a neck lift like you can a face lift. Up and out with everything. That is the miracle set.

The skin are around your eyes is much thinner. That is why the first signs of ageing appear on your eye area. You have to treat it differently.

Firming Eye Cream- timewise in it so it is anti-aging but also firming.

Pinky finger and tap under eye and around crow feet area and the brow bone. You can also put it in the middle of your two eyes.

Pg 6- 7 The Miracle Set that you see here has 11 age fighting benefits in just 3 steps in the morning and 3 steps at night. This is the most important thing I could show you today!

There is a Vitamin E in each step of the skincare so it makes your skin more even. Isn't that great?

There are a lot of great skin care lines out there and no matter what skin care line you're using you should stick to the same one. Otherwise you are causing chemical warfare on your face. We don't call up other companies and say "Hey Brand X what do you put in your cleanser?"

100% satisfaction guarantee

Take the back of hand and feel your face. How does it feel?

Soft- imagine you've only had it on for about 10 minutes and that is how soft your skin already feels.

Last step is the mineral powder foundation. In the air there are a lot of pollutants, free radicals and that gets in your skin. Your foundation will give you a barrier on your face. Keeps all that bad stuff out and the good stuff in.

Dash out the door so no time for concealer so you can put mineral powder on your eyes. It is non-comedogenic, lightweight, build able coverage.

Next page- microdermabrasion- years ago you had to go to doc office and it would run you \$100 a treatment and you needed to go back about 6 times. It is now available at home. It is the hottest thing that has hit the market because it gives instant results. It instantly reduces pores, it instantly makes your skin look younger, it instantly makes your skin more even. What's the bad news? It's so aggressive it can't be used daily. It does not replace the miracle set. The miracle set is your daily care. You would only use microdermabrasion twice weekly in the shower with lots of water. Make sure you don't go in the sun after using it.

Apply step one on one hand.

Aluminum oxide crystals that are the same as at a dermatologist office.

Step 2 replenishes your skin and it will soothe, smooth and soften.

Satin Lips- Put on your lip mask and let it sit for 2 minutes. While it's setting we will play a game. Use the back of your profile card to fill out 5 people that you think would enjoy some extra pampering. You can use your cell phone because it has to be name and number to count. Once you get 5 you will get a travel size mascara to put in your purse for touch ups while you're on the go. It's amazing what a little mascara can do! It's ultimate plumping without the clumping. I want you to know I only call your referrals once time and offer them a makeover and gift certificate.

Show sleek compact- scratch resistant, magnetic, and refillable so we are saving the economy. You can customize your look however you'd like.

Eye primer- show on your hand- makes color stick and stay true to color.

Eyeliner- waterproof, no more raccoon eyes. Draw on my hand- check back to see if it comes off.

At your color appointment you will get to try all that neat stuff!

Dash out the door look- look like a million in 5 minutes. We are going to use the Mary Kay cream eye color. You can add more to intensify color.

Mascara- ultimate – makes lashes thicker, bolder, and longer. It has smart wipe technology and it was patented by our company. It gives you exactly the amount you need. Don't pump- it dries out. You should replace it every 3 months.

Bronzer- kissed by the sun- automatic tan. You are going to apply it where the sun would hit you.

Gloss- vitamin a and e as well as botanicals

Compliment time

Deal or No Deal Booking with cards-

Are you ready to play deal or no deal? In these envelopes I have free items. I have a travel rollup bag, satin lips, any 1 item at 50% off, free mascara, and all kinds of free things. If you decide to get together for a follow up color appt with at least 3 friends who don't have a MK consultant joining you, you will get whatever item you pick free AND you'll get \$75 in product for just \$35. The more the merrier but you just have to have 3. I will do a customized look on you before your friends arrive and then you'll be free to do whatever you'd like during the party while your friends are doing what you did tonight. Ready????

Do you all understand how to play?

Deal or No deal – ask each person

Buzzer if no deal

Cheer if deal

I know at the beginning of the class I said I had a goal to finish 30 faces this month- thank you from the bottom of my heart for lending me your face today.

Closet Close

Sets

If you went to the mall and price compared the comparable product- say clinique- it retails for \$807, Estee Lauder was well over \$1000. MK is half the price- we don't pay for rent, models, commercials and we pass that savings on to our customers. We do take cash check visa MasterCard or the hup plan.

Pull out plastic bag for quick cleanup.

Time for shopping and eating - 1 at a time and we will cover

- what you want to take home
- book your customized color appt

You can take all the products home with you tonight.

At the individual consultation

I ask

What she wants to take home with her, book her follow-up appointment and walk her through my hostess program sheet stressing to give me a guest list back of at least 17 women within 2 days. I look at her and say. “_____ will you do me a favor? Will you check with 3 of your friends that you for sure want to be there and if this date does not work then let me know in the next day or 2? This is my business and it's a lot easier for me to reschedule another appointment if I know in advance rather than a week before the party. Is that okay?”

Once the appointment is booked, (I have already picked out 2 people that I would like to work with or I think would be good) and I give her a post card to listen for a free lip gloss. I let her know I will follow-up with her in 2 days and I get a time from her that will work.

In my date book I am writing down follow-up dates and dates that I need to get the guest lists back.

Please remember the importance of ...

*getting them to like you

*Bookings

*Closing the sale and the prospect

*Your excitement

*Make them feel important

*If you can fill a need, she will sign or purchase