

## Welcome & Introductions!

LADIES...if I could teach how to look 10 years younger, 10 lbs lighter, and 10 times better....COULD YOU GET EXCITED?

Well okay, let's get our Party started! First I want to meet everyone. Tell us your name, a little bit about yourself, & how you know the Hostess.

\*Also, if you've ever tried Mary Kay in past, tells us your favorite product and why. Ok great! Now tell me one thing you'd like to learn about tonight or an issue you've been having with your skin. Mark that on your Profile card for me under question 5 or write it on the back of your card.

Okay...here's our AGENDA: (Have guests read the placemat if using it.)

1. You'll get to try the Ultimate in anti-aging Skin Care...the TimeWise Miracle Set. (or the Ultimate skin care for keeping young skin clean, fresh and beautiful...VELOCITY)

2. A Quick touch of COLOR. Tonight I will be helping the Hostess with her \*\*customized look. I'll show her how to apply it herself using our Professional Brushes. You'll be doing your own makeup tonight but don't worry, everyone here will get a Check-Up appointment with me and I'll show you what colors to wear and how to apply them. We can schedule that when we finish tonight (today).

3. Your Individual Consultation. I will meet with you at the end to answer any questions you may have and to get your opinion of my presentation and the products you tried. I can also help you with your product selections and we can even schedule your Check-Up appointment where you will get a customized look like the Hostess.

\*Asking everyone to tell their favorite product will sell everyone at the table on these products. Also, it invites any product concerns right up front. If someone had a bad experience in the past, just appreciate them for being willing to come tonight to support the Hostess. If they're not sure about trying the products again, let them apply the products to the back of their hand if they would like. Most of the time, they're willing to give it a try. You do not want to get into defending the products saying "they've changed" or "I'm sure you won't have any problems this time."

\*\*You can go to [www.marykayintouch.com](http://www.marykayintouch.com) under Business Tools and Create a Look for her. I like to print it off and put it in a page protector for her. You may not have all the colors it calls for, so just select one of your color cards that's the most complementary. You can tell her this is a "trendy" look, and the Create a Look would be what she could look great in anytime!

## Now I'd like to present the Hostess with a THANK YOU GIFT:

- This gift is for having me over and sharing me with your friends, which is a HUGE complement!
- Now I'd like to share with you what she gets for being a HOSTESS:  
I want you all to relax and have fun because there is **no purchase required**. Just for sharing me with her friends, our Hostess could receive **(guest reads placemat) \$75 in product for only \$35! That's \$40 in FREE product! Or, she could earn up to 20% of her total sales in FREE PRODUCT, whichever ends up being more.**
- Now, if you are tempted...and I know you will be...I have most of the products here with me so you can take them home and start using them right away!
- Just so you know, I take VISA, MASTERCARD, DISCOVER, CHECK, CASH and H.U.P. (H.usband U.nawareness P.lan.)
- Now, let me tell you about the PERFECT HOSTESS GIFT: **(guest reads placemat) She can also earn one of these fabulous gifts: Lighted Mirror, Roll-up Bag, or Brush Collection when she has \$200 in sales, 2 bookings, and 2 people take home a \*\*cd or dvd. (listen and return for a 50% off item)**
- Which gift would you choose? Write that on the top of your profile card.
- And finally, she gets to compete in the HOSTESS CONTEST:
- If she's the #1 Hostess in the area, she gets **\$100 CASH!** Her name will also be in the drawing for additional cash for every \$100 in sales at her class and for orders throughout the quarter.
- If she's one of my TOP 3 HOSTESSES, I will come pick her up and we'll grab dinner before the event. Now, you guys can come too and maybe WIN the \$100 Door Prize but you'll have to just meet us there, or YOU could be my NEXT TOP HOSTESS!
- Speaking of CONTESTS "If it's FREE it's for ME!":  
How many of you COULD GET EXCITED about taking home a \*FREE gift tonight? Every time you hear me say the word "FREE" if you're the first person to say, "It's for ME!" you get an extra ticket towards the door prize. So here's your first ticket just for coming and because you're cute and because I like ya!

### \*HOSTESS GIFT

Another option is you can give her the PCP Gift with Purchase and let her guests know that they can earn one too with a purchase of \$40 or more at their CHECK-UP appointment.

### \*\*TAKING HOME A CD/DVD...SPECIAL UNIT PROMO:

Our goal is to share the info with 60 women this month. We're giving away \$50 in FREE MK to one lucky Customer when we hit our goal! Plus, you could help me earn a Shopping Spree!

**(Must have 60 or more Questionnaires turned in as a Unit for giveaway.)**

Now let me tell you why you will LOVE MARY KAY and having ME as your PERSONAL BEAUTY CONSULTANT:

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- If I could show you a product that would take YEARS of your look, minutes off your beauty routine, and has a 100% money back guarantee, **COULD YOU GET EXCITED?** No more MAKEUP GRAVEYARD!!!

You'll also get....(guest reads placemat)

- Gifts with purchase all year long and 5% back of what you spend for the year in \*FREE product at my annual Christmas party.
- TOP 20 Customers get a Christmas present. #1 gets a gorgeous GIFT.
- Shop 24/7 on my website. \*FREE shipping or delivery. Includes my GIFT GIFT-GIVING SERVICES!
- A \*complementary magazine subscription of the Look which includes \*FREE Samples of HOT NEW products.
- A Check-Up from the neck up, couple times a year. You get to invite a few friends to see what's new, learn some new tricks, reorder products you're running low on, rematch foundations, and just have some girlfriend FUN.
- You get me, your own PERSONAL BEAUTY EXPERT who will help you look your BEST for special occasions like PROMS, WEDDINGS, HIGHSCHOOL REUNIONS, etc..
- Supporting great causes like eradicating cancers that affect women and stopping domestic violence, and supporting a small business in your community & your local economy.

\*

And speaking of recognition and prizes, here is the prize I'm working on right now and by you being here tonight, you are helping me to earn it!!!

All I have to do is 120 faces by \_\_\_\_\_ and I'll earn this \_\_\_\_\_!

**I AM SO EXCITED!!!**

Now I'll tell you a little bit about myself and why I LOVE what I do:

I've been building my business for \_\_\_ and before Mary Kay I was \_\_\_\_\_. I decided to become a Consultant because \_\_\_\_\_. What I love most about my business is the...(guest reads placemat and then tell I-story using MRS CAB)

**M-oney:** I make more money now in less time while working from home AND I buy my products at cost . The BEST part is instant income! Ladies, if you had an unforeseen bill crop up, do you have a way to create that money in the next 24 hours? (tell them something about the money you've made, what you've bought with the money or a bill you paid for)

**R-ecognition & Prizes:** I love earning diamond rings and other fabulous prizes like hand-bags, trips, appliances, AND Big Screen TV's for \***FREE**\* (tell them about a prize you've earned or are working for)

**S-elf-confidence:** I feel more beautiful, confident, more organized, efficient and stress FREE. And, people tell me I look younger now than I did before Mary Kay.

**C-ars:** You could earn a car in as little as 15 hours a week AND have your tags, tax and insurance paid for \***FREE**\* Ladies, if I came into your checkbook and erased your car payment, would you have more money at the end of the month.

**A-dvancement:** I love being able to build a business at my own pace and I can choose to promote myself when I make the decision,. How many of you at your job you have to wait until someone dies, quits, or retires to get a promotion? (tell them about your current career goal and how they can help)

**B-e your own boss:** I get to live my priorities and not someone else's where I can decide to take time off without having to get permission. Have you ever noticed when you work for someone else, you give them your BEST and your family what you have left over? And sometimes it's not a lot!

You know, Mary Kay says that at every class there's a future Beauty Consultant waiting to be discovered. I wonder who it could be? Watch me tonight and if you'd like more information at the end, I'll send you home with an info packet which could help the Hostess earn an additional gift for\***FREE**\*.

Now, so I can be the best Consultant for you, I want to make sure you fill our your Profile Card fully.

I'll need your address so I can put you on my list to receive goodies in the mail. Also, take a minute to write down your Spouse's name and contact information. As we try the products today/tonight please write down your favorite products on your wish list which is #7 on the back of your Profile Card and I can put together a gift basket of your favorite things to surprise you with on special occasions like your Birthday. Men love this service because they hate to shop but they really want to get you something you want. If you're not married, you can write down a boyfriends name, your mom, grandma, sister, anyone that could use some gift-giving ideas.

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

Let's get started! Go ahead and pull your hair back with your (head band/clips).

OPTIONAL:

Now, on the next page there's a picture of me naked, ....from the neck up! It's me before Mary Kay.

## NOW LET'S TALK ABOUT THE 5 SECRETS TO GREAT SKIN:

- How did you like the [TimeWise MicroDermabrasion](#) that you tried on your hand? It contains the same professional grade alumina oxide crystals that dermatologists use. They buff away, dull, lifeless skin. Helps you look younger with just one use! Look at the difference it made on your one hand. Imagine the results you'll see when you use it on your face!
  - The GOOD news is your skin is constantly regenerating itself, and our products just speed up that process. When you're young your skin regenerates in about 24 to 48 hrs. BAD news is Mature skin can take up to 120 days!
  - The [Time Wise Set](#), which is the most important part of the [Miracle Set](#), takes care of the five essential steps to ageless skin:
    1. Cleansing to remove makeup and impurities.
    2. Exfoliating to remove dead surface cells that dull the skin.
    3. Freshening to tone the skin and refine pores.
    4. Moisturizing to keep skin hydrated, soft, smooth, and more firm and lifted.
    5. Protection from the sun and environmental damage.
  - Now, look at your skin in the mirror. We have a saying in Mary kay...[how old you are is your business, but how old you look is our business](#). What we'll be doing over the next 30 minutes will only take you about [3 minutes in the morning and 3 minutes at night and you're worth it!](#)
- NOTE: Micro-D is not your skin care. It's just the most popular non-surgical cosmetic treatments on the market today. It helps your skin care work FASTER!
  - Before we get started, let's remove your eye makeup with our [Oil Free Eye Makeup Remover](#). It removes waterproof mascara easily. It's safe for contact lens wearers. Leaves no greasy residue. It even gets rid of eyelash mites and that's why I call it "[The Critter Getter!](#)"

## Time Wise 3 in 1 Cleanser

- First, let's try your 3 in 1 Cleanser. Always apply your Cleanser in an upward and outward motion. Remember this...."up is young, down is old!"  
(\*PREPARE THE WASHCLOTHS)
- Your Cleanser takes care of the first 3 steps to healthy skin. It cleanses, exfoliates and tones. As you massage the cleanser into your skin, the micro-beads go to work! Your treating your skin to a facial just by washing your face every day!
- We also have it in a Cleansing Bar! (Best for oily skin.)
- Now, just remove it with your damp cloth.
- I'd also like to mention we have a great Skin Care Program for teens called **Velocity**. It's great for young and sometimes problematic skin.

\*Washcloths can be pre-moistened and micro-waved in a baking dish at the beginning of the class. The Hostess could bring them out and "serve" them to her guests. Or you could put them in a gallon size plastic bag, fill it with HOT water, squeeze out the excess and give them to your guests.

## Day & Night Solution

- Before we move on to your Moisturizer, I have a special treat for you! These two bottles are your "Fountain of Youth".
- The Day & Night Solution can be added to your Time Wise Set to make it a Miracle Set! It delivers seven additional benefits for your skin.

## Day Solution:

- Protects & shields the skin from UVA/UVB rays with SPF 25.
- It has calming peptides that relax expression lines.
- Contains antioxidants that neutralize free radicals.
- It also contains light diffusers that soften the appearance of fine lines & wrinkles. (let them try this on their face)

## Night Solution:

- Repairs your skin while you sleep by counteracting daytime damage with botanicals and peptides.
- Restores elasticity and firmness, and helps fine lines and wrinkles fade away.
- The little microcapsules (or Nutribeads) burst to deliver a fresh supply of antioxidants and vitamins which are essential for the renewal process! (let them try this on their hand or décolleté)

## TimeWise Age-Fighting Moisturizer

- Now, go ahead and apply your Moisturizer in an upward & outward motion.
- Did you know that a lack of firmness is caused in part by loss of moisture? What's the difference between a Grape & Raisin?
- Your Moisturizer, which is oil-free, gives you 10-12 hours of moisturization and contains a special humectant blend which draws moisture from the air, plus powerful antioxidants. It creates a protective barrier, which keeps the good things in and the bad things out! YOU WILL LOVE IT!
- Don't worry, the Combo/Oily formula actually helps to prevent shine for those of you with oily skin!
- We also have it with SPF 15.
- At this point, I'm going to also let you try the TimeWise Firming Eye Cream. It helps with dark circles, firming, and minimizing fine lines & wrinkles around your eyes. Use your ring finger to gently apply. This is like an instant eye lift!

## Foundation

- Did you know that Foundation is actually a part of your skin care? You either wear protection or pollution. We also have a **Tinted Moisturizer** with SPF 20 if you like a sheer coverage.
- How many of you ever have trouble finding the perfect Foundation shade? This is another benefit of having your own Beauty Consultant. At your quarterly "**Check-Up**" appointment, we'll re-match your shade.
- I call our Foundation the "Airbrush in a Bottle". It provides build-able coverage, it's transfer-resistant and it feels so light and natural on your skin!
- We even have the **NEW Mineral Powder Foundation** which is INCREDIBLE!
- The **Med. Coverage** Liquid Foundation has oil absorbers and the **Full Coverage** has extra moisture. The are both oil-free!
- If you need extra help with hiding flaws, you'll want to try our "Magic Wand", the Facial Highlighting Pen at your Personal Makeover Session. It MAGICALLY lifts the shadowy areas of your face.

## How does your face feel?

- It feels this great after using these products only once! Imagine how great your skin will look & feel using it every day!
- I call your Miracle Set "SPANX for Your Face" because it instantly makes everything look smooth, lifted and perfect!

### APPLICATION TIP:

I like to use a clean damp **Cosmetics Sponge** for a flawless finish but using your fingers tonight is fine. This is the only time you should go downward on your face. This helps to lay the little hairs down for a smooth look.

### MINERAL POWDER FOUNDATION:

Wash the brush between each use to be sanitary. Alcohol in a mister bottle works great. Spray it on a facial cloth or paper towel and wipe the brush across it. It only takes a couple seconds to dry.

**EXTRA CARE ITEMS:**

- **Replenishing Serum C-** "Face Lift in a Bottle" Helps to support collagen & elastin giving the skin a more lifted, youthful appearance. The most powerful anti-oxidant in our line.
- **Even Complexion Essence-** "Spot Remover" Evens out your skin-tone, erasing dark spots and skin discolorations due to sun damage or hormones. Is not a bleach so you can use it all over the face & neck!
- **Extra Hydration Products-** "The Drink of Water for Your Skin" Moisturizers help to hold in your skin's own moisture and draw in moisture from the air. Hydrators add intense moisture to your skin. Contains Green Tea Extract, Algae Extract, Vitamin E.
- **Targeted Action Line Reducer:** "Crack Filler". Helps to plump up deep lines and wrinkles.

**EYE CARE:**

- **Indulge Soothing Eye Gel:** "Nap in a Jar" Contains Green Tea, Cucumber, and Chamomile Extracts. Cool and refresh tired looking skin. Also helps to de-puff the eye area! Best for temporary puffiness.
- **Targeted Action Eye Revitalizer:** "Roll-away Bags" Helps to reduce dark circles and puffiness around the eyes. Best for permanent puffiness.

**BODY CARE:**

- **Visibly Fit Body Lotion:** "Butt-lift in a Bottle" Helps with cellulite, stretch marks, & spider veins!
- **CelluShape Body Contouring System:** "Body Shop in a Bottle" Because it gets rid of "hail damage" on your legs! Reduces your thigh area by up to 1/2 inch within weeks! NO aerobics required! Makes your skin feel instantly firmer and hydrated!

**LUSCIOUS LIPS:**

- **Satin Lips:** "Kissable Lips" The reason most lip balms only work temporarily is because you're only moisturizing dead skin. You must exfoliate the dead skin off, then use the lip balm. Ours is very gentle yet extremely effective!
- **Lip Primer:** "Wonder Bra for Your Lips" Keeps everything in place and makes lips look fuller & sexier! Also fights fine lines around your mouth!

**OIL & BLEMISH CONTROL:**

**Oil Mattifier:** Contains some of the same ingredients they use to clean up oil spills. Keeps you shine-free for up to 8 hours.

**Beauty Blotters:** "Oil Suckers" Always Beauty Blot before touching up with powder. Remember...oil + powder = mud.

**Ance Gel, Blemish Control Toner:** "The Zit Zappers"

Only talk about the products that would help with the issues they mentioned at the beginning.

"These are some great products that you could choose as your HALF PRICE items.

You can try any of these products at your

**Check-Up Appointment!!"**

## Color

- At your **Check-Up appointment** I'll **Create a Look** for you like I did for the Hostess.
- I'll be helping \_\_\_\_\_ with her Look while you guys have a "Face Race". The first person finished will earn extra tickets towards the door prize!
- Just follow the instructions on your card. I like the Classic application. Here's a tip for the lipstick...peel it off your card and remove the plastic. Now, blot your lips on it.
- Get ready, set, GO!

Now it's complement time. Let's tell each other what we like best about their look.

"What did YOU like best about YOUR look?"

- Now, I'm going to show you some of the **most popular Product Sets and how you can earn some Fabulous \*FREE gifts and great BONUSES!**  
(Pass out the \*Beauty Book Insert... "My Waffle House Beauty Menu")
- Let's start with the **Ultimate Miracle Set**. This has everything you need— TimeWise 3 in 1 Cleanser, Age Fighting Moisturizer, + your foundation, Day & Night Solution, Micro-Dermabrasion, and Firming Eye Cream! Here it is as shown, for \$189. But looking younger than everyone at your High School Reunion...PRICELESS!!! You also get a BONUS—any 3 products for 50% OFF! You can use them today, or you can bank them for when you run out of your products. That's what most people do!
- Next, we have the **Miracle Set**. This includes your TimeWise Basic Skin Care + Foundation, & Day & Night Solutions for \$104. BONUS—any 2 products for 50% OFF!
- And we have the **TimeWise Basic**. This set delivers the five basic essentials of good skin care for \$54. BONUS—any 1 product for 50% OFF!
- And now, my most popular set, the "**BUILD-A-BAG**". You can customize your own Collection! Just like Build-A-Bear, YOU can Build-A-Bag! When you choose this option—**your Travel Bag is FREE and you get any 4 sets of your choice!** Ultimate counts as 3 sets, Miracle is 2 sets, TimeWise Basic is 1 set.
- Also, when you **Build-A-Bag and book tonight**, you get a very special **BONUS**—your Compact Pro for \*FREE!

**IF THEY WANT MORE\*\*\*SUPER-SIZE your BUILD-A-BAG,** get any 7 sets + a FREE Compact or Fragrance of your choice! (at your "high-budget" parties, this will be a popular option!)

#### BEAUTY BOOK INSERT

I laminated mine shut so they see only the 3 collections on the front with the Roll-Up Bag. Then they can flip it over to see the other sets. I did this because it's less confusing since one side is Spanish, it keeps them focused on the BASICS, and it saves you money! Laminates some the opposite way if you have Spanish

- I've enjoyed being here today. **Raise your hand if you had fun!** Great! Now, it's your turn to go to work. Your job is to decide what you would use and benefit from and it's my job to find a way for you to have it.
- Now, **I'd like to ask you 4 quick questions as a group to save time.** Write these answers on the back of your Customer Profile Card.

Now, go ahead and flip your Customer Profile Card over to the back.

- On the front of your Profile Card: Please check off the things you'd like to learn more about at your **Check-Up appointment** where I'll be customizing your Create A Look. Techniques for eyes, cheeks, and lips, etc. If you'd like to take home a cd/dvd to help the Hostess earn her Perfect Hostess Gift, check on the box beside Earning Extra Money. To say thanks, I'll give you any one item of your choice for 50% OFF when I pick up your cd at your **Check-Up appointment**. If you'd like to share your appointment with 2 or more friends and count as one of the Hostesses 2 bookings, check off Earning Hostess Rewards.
- Question #8: Write down what you liked best about the products you tried. Now, just a reminder, I take Visa, Mastercard, Discover, Checks, and Cash.
- Question #9: In addition to what you liked best, I want you to tell me, if I were going to let you take any one of the 4 sets home for FREE, which would you choose?

**\_\_The Build-A-Bag \_\_The Ultimate Miracle Set \_\_The Miracle Set \_\_The TimeWise Basic Set**

**Write your favorite collection on the line. If you chose the Build-A-Bag, write down the 4 sets you would put in your Bag on the back of your Profile Card at the bottom.**

- Question #10: Okay, everybody grab your cell phone. This is the last opportunity to earn some more tickets. As I told you before, I don't advertise. The biggest complement you can pay me is to introduce me to your friends. That tells me you liked me and had fun tonight. Who comes to mind, had they been here, they would have had fun and enjoyed what we did today? Write their names on your card. You will get a ticket for every name you write on your card. The person with the most names will get a **\*FREE\* GIFT!** (example: hand cream sampler wrapped in cello with ribbon)

Now, whoever needs to leave first come with me. The rest of you will get treated to Satin Hands and refreshments that (Hostess) is going to serve. Thank you all again. I've really enjoyed myself! I hope you have too.

Lay your **Dream Book** (or MK Photo Album) in the middle of the table for them to browse thru.