

This is your 1st of many free facials you will receive from me now that I am your very own Consultant! We will get together for a "FOLLOW-UP FACIAL" whether you want to have some girl time or if you have an event you want to look extra special for!

We have 2 formulas of our best selling skin care. If tonight you realize that you have combination skin instead of normal skin, for example, - we will try the other formula at your "FOLLOW-UP FACIAL."

Unfortunately, I will not be able to show you ALL of our incredible products tonight - but Mary Kay was created with the "try before you buy" philosophy - so at your "FOLLOW-UP FACIAL" you can try all of the products that are suited for you and your skin type!

We have 5 different types of mascaras - if the Ultimate Mascara that we are going to use tonight isn't right for you - we can try the others at your "FOLLOW-UP FACIAL"

There are so many types of parties - from Spa to Holiday! Your "FOLLOW-UP FACIAL" can be any kind of whatever you would like to learn more about!

A lot of people are interested in masks. We actually have 4 different masks suitable for your skin type. If you would like, you can try one at your "FOLLOW-UP FACIAL"

At your "FOLLOW-UP FACIAL" you can either have a one on one appointment with me or you can invite some friends and earn some free gifts or free product.

Your Mary Kay Product is 100% guaranteed. At your "FOLLOW-UP FACIAL" we can make any changes if needed at that time.

It's fun to have your "FOLLOW-UP FACIAL" with some friends and earn some FREE product!

It is best to schedule your "FOLLOW-UP FACIAL" 10 days to 2 weeks after our facial today so we can check the progress of your new Mary Kay products.

I am so excited for this evening - all of you are "women of your word" - so because of this, your friend \_\_\_\_\_ (hostess) will be getting some FREE product from me! I will share with you later how you can earn some FREE product at your "FOLLOW-UP FACIAL" Isn't that

We have a Microdermabrasion Set - that truly is AMAZING. For the sake of time, we won't be trying that tonight - but we will most definitely let you experience this incredible product at your "FOLLOW-UP FACIAL".

We have a great selection of foundations to match EVERY skin tone. If for any reason when you get home your foundation isn't quite right, I will be happy to exchange it for the right shade for you at your "FOLLOW-UP FACIAL"

Who loves LIPSTICK? Well, to be honest, I used to HATE lipstick until Mary Kay...because I never found a color that suited my skin tone! We have a beautiful selection of lipstick - and now I don't just have 1 lipstick I love, I have 10 because I got to try them ALL. At your "FOLLOW-UP FACIAL" we can experiment and find the colors best for you!

I have seen first hand what this company can do - I am so excited to share the information with anyone who is interested in hearing more about it. After the call and of course at your "FOLLOW UP FACIAL", I will be happy to go over any questions you may have about this amazing opportunity.

Besides our TimeWise 3D Miracle Set, we actually have 4 other Skin Care Regimes. At your "FOLLOW-UP FACIAL" we can discuss these further if you have any questions.

Mary Kay allows me to give you 2 facials. Today is your initial facial and we will do basic skin care and basic color. Then at your "FOLLOW-UP FACIAL" we will try more skin supplements and advanced glamour.

For some fun and pampering for you and your friends, we offer waterless pedicure parties for your "FOLLOW-UP FACIAL."

At your "FOLLOW-UP FACIAL" we will customize a look just for your eye color and shape and for your face shape.

Today we are using our CC Cream. At your "FOLLOW-UP FACIAL" you can try our award winning liquid foundations or another one of our amazing foundation products.

Tonight, our Hostess \_\_\_\_\_ will be getting a customized glamour look that she is really excited to try... so at your "FOLLOW-UP FACIAL", not only will you be getting your FREE product - but you will be the one who gets pampered and the customized glamour look that fits you perfectly!

Who LOVES Spa Products? At your "FOLLOW-UP FACIAL", I would love for you to sample our beautiful, fresh and moisturizing products from our Spa Line, and your "FOLLOW-UP FACIAL" could be a pedicure party.

I hope you love all of the makeup colors you try tonight - but if they just aren't for you we can spend some more time on them at your "FOLLOW-UP FACIAL."

Eye shadows are my FAVORITE glamour item! They really can change up your look! At your "FOLLOW-UP FACIAL" we can try not only a good "every day look" - but I can show you how to turn it into a stunning evening look!

This gorgeous Brush Set that \_\_\_\_\_ (hostess) is using tonight is something you could earn for FREE at your "FOLLOW-UP FACIAL".

We have some of the best Oil Control and Acne Treatment products on the market. Our Oil Mattifier, Acne Treatment Gel and Beauty Blotters are big sellers. At your "FOLLOW-UP FACIAL", you can try them first hand to see the immediate results they produce.

At your "FOLLOW-UP FACIAL" we can use our virtual makeover to create a custom look just for you.

Tonight we are not able to try each supplement, but at your "FOLLOW-UP FACIAL" we can try all the supplements for your skin type.

We offer facials at our Mary Kay Studio each week, for your "FOLLOW-UP FACIAL" I would love for you to be a model."

I schedule my "FOLLOW-UP FACIALS" on \_\_\_\_\_. We can schedule it at a convenient time for both of us.