

Skin Care class scripts

OPENING:

Mary Kay allows us to give you 2 facials. The 1st one is to introduce you to the product

And do a basic glamour look... the 2nd is to make sure that the product you take home today is working correctly and to give you an advanced glamour look. We call that 2nd appointment, the follow-up facial and it is your 100% guarantee on the products. So, we are going to play a game today (do this game ONLY at a party with 3 or more) and every time you hear me say "follow up facial" the first person to raise their hand is going to get a ticket and at the end of the party I will be drawing tickets for our winner of this beautiful gift , that you can't live without!

So, what we are going to do today is a basic spa facial with an experiment on skin care, a lip treatment and a hand treatment plus basic glamour, we call that the Dash out the door look! Then we will schedule your follow up facial! At the end of the party I will be giving away a prize and get with each one of you individual-ly to find out what you love and want to take home with you today and explain some of my customer service details to you. Are you excited? Here we go!

SKIN CARE EXTRA'S

There are 5 essential steps to ageless and healthy skin, can you help me name them? (Cleanse, exfoliate, freshen, moisturize and protection)

Well, Mary Kay did some research and found out that most women weren't using all 5 essentials steps, why do you think they weren't using them? (Time is most popular answer) That's right!

So, Mary Kay created a skin care regimen that has all 5 essential steps in just 2 products! (Show basic set) Isn't that exciting? How many of you want beautiful skin ? All of us right? Of course , because your face is the first thing people see when they look at you!

Did you know that your skin is your largest organ, it is the thickness of a nickel and by the time you reach age 40 the skin on your face can be stretched out far enough to wrap around your head twice! I know, right?!

Ok, so let's recap what we did on your face earlier and do an experiment on your hand... Just using the back of 1 hand, put a little of the TW Cleanser on and then wash it off, then put on the Night cream. (If you do the Charcoal mask, do it first before the cleanser) (Read from previous page about the Night Cream) That is how quick and easy using the Miracle set 3D every morning would be! Awesome right?!!

Just to put all this in prospective...

The Timewise 3D basic set is like brushing your teeth... the Charcoal mask and microdermabrasion is like whitening your teeth.

... what would happen if you didn't brush your teeth? (yucky, bad breath, fall out) That's right, and guess what?? You can buy new teeth!! However, you can't buy new skin, the skin you have now is the same skin you will have forever! Just like brushing your teeth, you would use the basic set every morning and night. The Charcoal Mask or any other supplements would be used as needed.

** Now, If you will look at the profile card you filled out earlier, specifically what you answered for questions 4 and 5... When you lift the top copy this will show you what supplements might be right for your skin. Using the example we just used with brushing your teeth, supplements are the little "extra's " that you

would use on your skin , like flossing or mouth wash for your teeth! Well, you wouldn't floss and not brush your teeth right? Well, same applies here, you wouldn't use the supplements without using atleast the 5 essentials steps to skin care the basic set. Today we used _____ . But you will have an opportunity to try more and your follow up facial.

Ok, so look at your hand... can you see and feel a difference in your 2 hands? It is time for our experiment! I am going to come around and put foundation on both hands(use matte wear foundation with a bronze color for ivory /beige skin tone and an ivory for bronze skin tone) What difference do you see? Now take your washcloth and draw a line down each hand. Your skin is made up of pores, and it only takes 36 seconds for anything to penetrate into your skin. Skin care becomes the barrier to anything that isn't good for it like day old foundation or pollution! If you don't use skin care it's like driving here without a windshield! Oh My!! What would happen! Yep! That's why you are looking at clogged pores on the hand that doesn't have skin care on it!

*have them wash as much off as they can and then follow with the Satin hands treatment **follow with CC Cream and the Dash out the door look

TABLE CLOSE (As a group at the table)

OK, so who wants to earn some more tickets ?? (Pass out the “closing sheets” to each guest)

You have an opportunity to give the gift of friendship!! What do girlfriends do together?? EVERYTHING right?? Go to the bathroom together, eat together and do makeovers together!!

Well, I am going to give everyone an opportunity to earn more tickets by writing down the name and numbers of as many friends as you can... you can cheat by using your phone too!! You can invite these friends to your follow up facial and earn some free product (or substitute what you give hostesses) or you can give them a “gift of friendship” and they will receive a \$10 gift card (optional) in your name and a personalized pampering session from me like the one you had today! (Give them about 5 minutes to do this while you are cleaning up their trays and clearing the table , then hand out tickets to each one that writes down names and numbers)(I always play an upbeat fun song at this point) Wow! I am so excited to pamper all of your friends!

On the back of your sheet mark what kind of appointment that you would like to have for your follow up facial... if you mark one of the options that has a star next to it , you will earn 3 bonus tickets!

Ok, 1 more opportunity to earn tickets, Yay! ...I have 5 tickets (can change this depending on time) to give

away! I am going to let you ask me anything you want about my business or Mary kay as a business opportunity...

Now, mark on your sheet your interest level in the MK opportunity

A-Absolutely, B-bribery for _____ to hear a little more facts about it, or C-Check back another time! If you mark A or B you will get 3 bonus tickets again! (now draw for the prizes)

Show the “create a roll up bag” sheet (or whatever sets sheet you like). Explain the choices:

*this special only offered at the initial facial and follow up facial *it’s like a menu with meals or ala carte

*explain the sets and what discount or freebies they get *how they can pay * option to purchase a business

INDIVIDUAL CLOSE (get with each guest individually to find out 3 things: 1. What they loved and want to take home 2. schedule their follow up facial 3. schedule a time to tell them more about the business opportunity