

Now you have healthy, clean skin! Doesn't it feel amazing?

You'll notice on your Profile Card, you put down your face shape, eye shape, color of your hair? Well our computer system takes that info and designs a **customized color** look just for you! A program designed by our Mary Kay Global Makeup Artists! Totally free. At your follow up appt, you'll get to try the recommended look, and any other colors you like!

Today, I'm going to show you my **Dash Out the Door** look! So easy and fast, it's the kind of look you can do in a rush so you don't look like you just rolled out of bed!

You've got our **Cream Eye Color** in Apricot Twist, apply with your fingers, just sweep across your lids, so quick, huh? (or brush if provided)

Follow with a touch of **bronzer** on your cheeks, **Fancy Nancy Lip Gloss** and our **Ultimate Mascara** to complete your Dash Out the Door look, ta-da!!

Now we get to play the **compliment game!!** You've used our Timewise Miracle Set with the Good Housekeeping seal of approval, high quality foundation and fun, on trend color!! You get to share, of everything you tried today what was your favorite? Then give your neighbor on your left a sincere compliment about her new look! (Applaud after each person)

Ok! Everyone close your eyes! (*Pass out opinion polls while they have their eyes closed*) I want you to think about your favorite outfit, like the one that you put on when you are going somewhere special and you just know you look cute in it. You know what I'm talking about, that **little black dress**, you walk a little taller in it, maybe you got the slammin' shoes, the purse, the jewelry to go with it. You know you had to get your hair and nails done too, right? You are going somewhere special! How much did that outfit cost you? \$50? \$100? \$200? \$300? More?? I see some people still shaking their heads!

Now open your eyes. How often do you get to wear your outfit? (*Point to someone*) Once a year? Twice a year? If he treats you reeeeealllll good, you might get 3 or 4 times a year. But **shouldn't you get to feel that confident and that good everyday?** That's how I want you to feel in your own skin.

So let me show you how your Mary Kay comes. Go ahead and write your name at the top of your Opinion Poll.

Okay Question number 1 - Did you have fun today? Please check yes, it hurts my feelings if you say no! I don't even know why that's on there!! (*laugh*)

Question number 2 - Do you like the way your skin looks and feels? This lets me know if we got the right products for you

Alright for Question 3 - Flip over your **placemat**. As one of my faces this month, you're eligible to get a lot of free stuff today.

First is our Queen of Everything Bag! With our Queen bag, you get over \$100 in FREE product, including our travel roll up bag. The travel roll up bag has a swivel hook that you can hang in your bathroom and roll up and stow away when done. It saves so much counter space or keeps your products away from little hands. The roll up bag is great for travel or when you want to rip out one pocket to throw in your gym bag! (*Take off one of the pockets*) In our **Queen of Everything** we have all the skincare you tried today which is our Ultimate Miracle Set that includes our cleanser, moisturizer, day and night solutions with the microderm, firming eye cream, foundation primer, and foundation of your choice. Plus a full custom color compact with the fancy nancy lip gloss, ultimate mascara, eyeliner, and oil free eye makeup remover. And in the last pocket we have the Satin Hands we tried at the beginning of the party. All of this, a \$421 value for 299 today or two payments of 150!

Let's say you feel like a Queen, but your wallet is saying you're actually a princess today. Then we have our **Princess of Quite-a-Lot Bag**! Here you still receive \$50 in FREE product which includes the fabulous travel roll up bag with all the skincare we tried today and your foundation of choice. \$249 of product for 199 or two payments of 100!

We also have our **Miracle Set** which is an \$18 savings today for your cleanser, moisturizer, day and night solution with your foundation of choice. All this for 99.

Last we have our **Basic Set** that includes a FREE foundation brush and comes with your cleanser and moisturizer with the foundation of your choice for 66. Remember, I accept cash, check, or credit ... or creative financing, a little of all 3. (*Smile*)

If money were no object, which of these sets would you be most excited about? Our Queen of Everything, our Princess of Quite a Lot, our Miracle Set, or our Basic Set.

Question 4 - Which of our two hostess gifts do you like best? Our beautiful brush collection which includes 5 natural hair, professional grade brushes and this gorgeous, versatile, easy to clean makeup organizer OR our customizable, scratch resistant, refillable mini bare palette compact. Go ahead and check one.

Question 5 - At your follow up appointment, you're already getting your Skinvigorate Cleansing Brush that transforms dull skin for just \$25! But you'll also get extras depending on how you choose to share your appointment. Would you like to share your appointment with 3-5 friends and earn your brush collection or mineral makeup compact for free or Solo, just you and me?

Question 6 - For **helping me with my training and doing a practice interview**, you get a free gift! You get to choose a free gift from me, an eye color or a free lip color. Which do you prefer?

Question 7 - Ok, now turn over your sheet. Everyone close your eyes and imagine you are on a desert island. You've been stranded there for a while, you get a message in a bottle and it says your favorite celebrity crush is coming to rescue you. Who is it? You rush back to your tent, dig through your stuff, you can grab one glamour item to make yourself look fabulous. What's gonna be??? Open your eyes! Hurry, write it down!

The main way I build my business is through referrals from happy clients. Who do you know who is overworked and underappreciated, and could use a little pampering? You get to gift them with a free pampering package and gift card to spend at their appointment. Guess how much it costs you? Nothing! But they are going to think you are the best friend in the world. Jot down their info. I'm gonna play one song and I'm even going to let you cheat, you can **pull out your cell phones** because I don't expect you to have all the numbers memorized. Everyone who gets to 10, or more, by the end of my song will get your desert island must have at half price! Everyone have their phones out? Ready, Set, Go!!

*(Play one song on your phone. Begin cleaning the table)* song ends: Alright! Our winners are\_\_\_\_\_,\_\_\_\_\_ & \_\_\_\_\_

**WHO Needs to go home first** *(raise hand)*

Do individual consultation. Leave the final page up on flip chart

## Individual Consultation (*use with Opinion Poll*)

1. First and most importantly, did you have fun today?
2. How does your skin feel? (*Smile, nod, touch face*)
3. I see if money were no object, you selected \_\_\_\_\_. Is that what you would like to take home today? (*Stay quiet, let her think. Whatever she decides, tell her Great!*)
  - If she's wants to switch out Repair for the Miracle Set, add \$75 to her bag
  - If she wants to switch out Botanicals or Clear Proof, the price stays the same
  - Tell her, Great! How would you like to take care of that? Cash, check, or charge?

(Skip to question 5)

5. I see, you would like to share your follow up appointment! Yay! You'll get your skinvigorate brush that day! What's better for you? This week or next week?

- Set the appointment using the two options method
- Select her look for her color appointment - natural, classic, or dramatic

**If she chose share for her follow up** (Refer to question 4)

I see you chose \_\_\_\_\_ for your free hostess gift, right? I'll make sure to set it aside and bring it with me to your appointment. Just make sure we have 3 guests and I've included 5 sales tickets in your hostess packet here, so you can get your 5 outside orders.

**If she chose solo for her follow up**

5. Alright! You'll get your Skinvigorate Brush half off at your follow up appointment! What's better for you? This week or next week?

- Set the appointment using the two options method
- Select her look for her color appointment - natural, classic, or dramatic

6. \_\_\_\_\_ (Name) I see you chose \_\_\_\_\_ as your free gift for helping me with a practice interview. Thank you so much! This week, I'm in a contest from my director to get the opinion of 5 women about what I do. It would help me meet my goal and you'll get your free \_\_\_\_\_ (eye/lip color)! I'll send you a quick little video tonight. I have \_\_\_\_\_ or \_\_\_\_\_ to get together and complete a quick survey about the video. Which is better for you?

Once she is scheduled, send her a text with an Opportunity Video Link. Schedule the interview within 48 hours.