





Take the 21-Day Skin Care Challenge!

#GlowAndTell

			
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<p>Yeah, I have been hoping to get with you so Thanks for asking - They say that habits are formed in 21 Days. So the challenge is simple: I give you a skin care line that best fits you and you commit to try if for 21 Days for FREE. If we need to make adjustments to any of the products we can. After 21 Days, you give me your honest opinion AND either you purchase it at a discount or you give it back to me with a smile! Either way, I get your opinion that I can use with other customers, it will be fun. Say Yes!</p>	<p>Yeah, I have been hoping to get with you so Thanks for asking - They say that habits are formed in 21 Days. So the challenge is simple: I give you a skin care line that best fits you and you commit to try if for 21 Days for FREE. If we need to make adjustments to any of the products we can. After 21 Days, you give me your honest opinion AND either you purchase it at a discount or you give it back to me with a smile! Either way, I get your opinion that I can use with other customers, it will be fun. Say Yes!</p>	<p>Yeah, I have been hoping to get with you so Thanks for asking - They say that habits are formed in 21 Days. So the challenge is simple: I give you a skin care line that best fits you and you commit to try if for 21 Days for FREE. If we need to make adjustments to any of the products we can. After 21 Days, you give me your honest opinion AND either you purchase it at a discount or you give it back to me with a smile! Either way, I get your opinion that I can use with other customers, it will be fun. Say Yes!</p>	<p>Yeah, I have been hoping to get with you so Thanks for asking - They say that habits are formed in 21 Days. So the challenge is simple: I give you a skin care line that best fits you and you commit to try if for 21 Days for FREE. If we need to make adjustments to any of the products we can. After 21 Days, you give me your honest opinion AND either you purchase it at a discount or you give it back to me with a smile! Either way, I get your opinion that I can use with other customers, it will be fun. Say Yes!</p>



Once they have agreed, make arrangements to deliver the product a couple of days prior to the start date. Upon delivery, answer any questions they have and walk them through how to do the routine. Some skin care lines have a brochure that explain the steps. Take a before picture; Give them a Look Book and Business Card, ask them if they would be willing to like your FB page and register on your website.

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Day Before Start: Text - Tomorrow kicks off your 21 Day Skin Care Challenge! Thank you so much for supporting me and giving yourself the #1 Skin Line to pamper with.

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Day 4: Good Morning, do you know how awesome you are? You are on Day 4 of your 21 Day Challenge, your skin may be showing signs of acne - Don't Panic - keep going. This is a sign that your skin is experiencing clogged pore clean out! Which is a good thing, even though it doesn't feel like it!!! Thank you so much for being open to something new.

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Day 8: Good Morning - How are you today beautiful person? Day 8, how does your skin feel? SPF Broad Spectrum ensures your face is protected from the UVA and UVB rays of the sun. With the TW Miracle Set you are covered with SPF Broad Spectrum 35. I am so excited for you. Thanks again.



Day 8: Good Morning - How are you today beautiful person? Day 8, how does your skin feel? SPF Broad Spectrum ensures your face is protected from the UVA and UVB rays of the sun. With the Volu-Firm Repair, you are covered with SPF Broad Spectrum 30 I am so excited for you. Thanks again.



Day 8: Good Morning - How are you today beautiful person? Day 8 how does your skin feel? What about the Mask? As recommended, you may have been able to add it to your routine at least once this week. A deeper clean enhances the cleanser for each wash. I am so excited for you. Thanks again.



Day 8: Good Morning - How are you today beautiful person? Day 8 how does your skin feel? The CLEAR Proof System attaches multiple factors that can contribute to acne breakouts, including the buildup of dead skin cells in pores, bacteria buildup, excess oil and triggers that lead to red, tender lesions. You are in good hands!

Day 14: Hi there, Day 14: isn't it fantastic - a new habit is forming in your life. Let's talk Night Solution; We refer to it as "spanx for the face". LOL See those bubbles, when you pump the bottle you are placing the freshest vitamins on your skin and your skin is lifted, softened and re-generated at night. Hey what else can you do when you are sleeping? The Night Solution works wonders. Love it, hope you do too.

Day 14: Hi there, Day 14: isn't it fantastic - a new habit is forming in your life. Let's talk Volu-Firm Lifting Serum. We refer to it as "Botox in bottle." LOL It will help firm and lift skin and promotes skin resilience. Yup - that's what Botox does. Love it, hope you do too.

Day 14: Hi there, Day 14: isn't it fantastic - a new habit is forming in your life. Did you know that the freshen step immediately after you cleanse, is a "pep me up" for your skin; it minimizes the look of pores and leaves that refreshed feeling. Woot Woot!

Day 14: Hi there, Day 14: isn't it fantastic - a new habit is forming in your life. FACT: It seems like a pimple just appears overnight. But it's actually a process two or three weeks in the making. Lets talk Acne Treatment Gel, it helps clear pimples fast while helping prevent new ones from forming; absorbs quickly and can visibly reduce the redness and size of pimples. Love it, hope you do too.

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After a day and time is selected -
TEXT: I am glad we are getting together, are you considering keeping your products for a 21% discount, making adjustments to them or do you want to talk about it first?

You will have a pretty good idea of where she stands at this point. Always expect the unexpected.

On the Morning of Day 21, create a new video or use the prior one to text to all the challengers as an exciting Thank You, an introduction to Mary Kay and Your “Why”, and plant a seed that Mary Kay may be for them.

When the day/time comes to meet, get to know them a little more first - asking about family, etc.; then ask them about their results, their experiences and would it be okay to share more information about Mary Kay with them. Don’t forget the end challenge picture.

Throughout the 21 Days if there are events coming up - send an invite to keep them engaged and ask them to attend. Even after, keep as a customer on Look Books and emails.

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