

Before we start your facial, I want to quickly share my story so I can be your new GF ... and invite you to read my script with me so you can see how easy it is to do this! (Ask each guest) ... Do you want to "play" & read along with me? (give copy of flip chart to "players")

THANK YOU so much for coming! I know life is SUPER busy! As women, we are always taking care of everyone else, right? The man, dog, kids, everyone! Well today, it's all about YOU! All I ask are 2 simple things! Raise your right hand and say "I PROMISE TO HAVE FUN"! Then move it like this and say "IT'S ALL ABOUT ME"! Don't you feel better already??

I LOVE MY MARY KAY because of the difference our BEST SELLING products have made in my skin ... and ... **I LOVE MY MARY KAY** for the **CHOICES & HOPE** the business has given me! My **MISSION** is to **ENRICH WOMEN'S LIVES!** My next **GOAL** is to _____so YOU being here today is helping me reach my goal of 30 faces this month! **THANK YOU!!!!**

OK ... so here's my story! When I first tried MK I was totally WOW'd about HOW DIFFERENT my skin felt! At the time I "thought" I had the "dream job / dream life" so I really wasn't listening when my consultant shared her story! However when I heard about the **CASH** she was making ... I got intrigued!!!! These women seemed "normal" they just made **A LOT MORE MONEY** than I did and seemed to be **ENJOYING** themselves more than me! The **MORE** I heard, the more I thought ... **maybe I should LISTEN!**

However it's easy to think ... YA BUT I'm SOOOO BUSY ... I'm not the right type ... I've never done anything like this ... how do you find customers?? So see I'm NORMAL just like YOU! What we do is give women **HOPE** ... It might be **HOPE** for YOU or **HOPE** for someone you know! We'll give you more of the "inside scoop" at the end so just watch what we do today to see what a **JOY** it is to make women feel pretty & pampered!

*Here are a couple of my favorite "Did you know's" so you can see why I'm so proud to represent MK! Did you know when you **CHOOSE TO WASH YOUR FACE with MARY KAY** ... you are supporting a stable 53 year old "**MADE IN AMERICA**" company? That means you're giving Americans, like YOU and ME jobs ... we don't outsource! Plus ... we are a **100% DEBT FREE** Company (so we won't go out of business) ... and are ranked **#1 in BRAND LOYALTY!***

*Did you know when you **CHOOSE TO WASH YOUR FACE with MARY KAY** ... you are helping us find a cure for cancers affecting women ... and that there are women and families **SAFE TONIGHT** in shelters because of the millions we donate to help end domestic violence? Can you see why **USING** Mary Kay truly **MAKES A DIFFERENCE?***

At the end of your facial, should you **CHOOSE TO WASH YOUR FACE with MARY KAY**, I will see you again at your 2nd appointment in 1-2 weeks! Today is PART #1, where we'll create **FLAWLESS** skin for YOU! PART #2 is called your **MINERAL MAKE-OVER** where our **MAKE-UP ARTISTS** will design a look for you!

Every time you hear the word **MINERAL MAKE-OVER**, the first person who says the word **QUEEN** gets an extra raffle ticket towards the **PRIZE!!!** (show prize) PLUS ... when we set your date for your **MINERAL MAKE-OVER**, you'll get to choose your "Book2Look" Bag which has a **FREEBIE** inside! (show bags)

*(When there's a hostess, say ...) I also want to **THANK our HOSTESS!** (Give gift to hostess) **Today ... she's the QUEEN** AND she'll be having her own **FREE Shopping Spree!** So, if you're **feeling a bit jealous, that's my goal!** In fact ... when 3 of you **BOOK & HOLD** your **MINERAL MAKE-OVER** with me, your **HOSTESS** also **WINS** this **COMPLETE 5 Piece Brush Collection that comes in this awesome travel case** (show brush collection)! Say oooh ... ahhh !!!*

Our goal today is to **SEE WHAT A DIFFERENCE our#1 BEST SELLING BRAND** makes in your skin by describing your skin with a "BEFORE AND AFTER" word! Feel your face and write down the "**YUCKIEST**" **WORD** as to how it feels currently on the top of your profile above your name! Then next to it, write your "**DREAM WORD**" as to how you'd LIKE your skin to feel ... like baby soft, satiny, rose petal, velvet, etc. (wait to write) Now open to page 8 in your Beauty Book so you can see the products you're trying!

Before we start your facial, I want to ask you a quick question ... how often do you fall asleep with your mascara on? (get answer) Did you know you have natural bugs, called **EYE MITES**, "living" in your lashes?? They feed on your old mascara and liner ... **YUCK!** To have the best lashes, you need to **EXTERMINATE** those eye mites, right?

Our best selling **OIL-FREE EYE MAKE UP REMOVER** will do the trick! (show like Vanna) It's **100% OIL FREE**, SIMPLE and SAFE to use (even for contact wearers)! Shake the bottle and apply on your cotton pad! Let your cotton pad **SOAK** on each eye and everything literally "**MELTS OFF**" like "**MAGIC**"!! (Have each guest apply moistened cotton pad)

(#1) Show TIMEWISE 3-In-1 CLEANSER (like Vanna) SAVES YOU TIME AND MONEY as its 3 products in 1! (Show water bottle) This is your "shower"! Mist BOTH SIDES OF YOUR FACE just like you're in the shower! (apply water) Apply your 3-in-1 cleanser (#1 in tray) **ALL OVER YOUR FACE and NECK! READY, SET ... GO!!!**

While you are applying your cleanser, **guess how many DAYS you think your face AGES every day you don't wash it before you go to bed** (whether you have make-up on or not?) **Rumor says it ages 17 DAYS!** Now ... take your WARM, SPA TOWEL and rinse your face well! Pat dry! How is your skin beginning to FEEL??? (get answer)

How much would you guess a 3-in-1 product would cost at the mall? Ours is only 20 (don't say dollars) and lasts 3-5 months! And ... as a consultant, it's only 10 (shhh)!!

BONUS ... Show MICRODERMABRASION SET (like Vanna) Do you know how much a Microdermabrasion treatment normally costs? (get answer) You're going to get to experience the same results for a fraction of the price with ours! It uses the same ingredient, aluminum oxide crystals, to gently buff away your dead surface cells! Today we're going to try it on your right cheek just to "tempt" you!!! Mist your right cheek and apply the Microdermabrasion REFINE step on your moistened areas! Massage all over your cheek then mist again to rinse! Remove the crystals with your spa towel! Pat dry!!! Now apply the PORE MINIMIZER! What difference can you feel/see? (get answer)

(#2) Show TIMEWISE DAY SOLUTION ... (like Vanna) Who knows what **AGES** our skin faster than anything else? (get answer) **SUN!** Our TimeWise DAY SOLUTION SPF 35 **PROTECTS** your skin ... **YET NEVER FEELS GREASY!!** Apply a bit just on the **RIGHT SIDE** of your face! (#2 in tray) ... **READY, SET ... GO !!!**

(Show Night Solution) Its sister is called, **NIGHT SOLUTION!** It nourishes your skin WHILE YOU SLEEP with **FRESH BOTANICALS & PEPTIDES!** It's like getting a "face lift" while you sleep! Many people "nickname" our **DAY & NIGHT SOLUTION** as "**Botox in a Bottle!**"

(#3) Show TIMEWISE AGE-FIGHTING MOISTURIZER (like Vanna) It's **OIL-FREE & HYDRATES your skin for 10 HOURS!** Finish your **RIGHT SIDE** with our AGE-FIGHTING MOISTURIZER! (#3 in tray) **READY, SET ... GO!!!** What would you guess is the reason for us doing just HALF of your face with some products?? (get answer)

How much would you guess a 10 hour-hydrating moisturizer would **cost** at the mall? (get answer) Ours is only 24 ... and if you're a consultant, it's only (quietly) 12

MIRACLE SET ... Wipe off your fingers & FEEL the right side of your face! Is your left side jealous? (get answer)
What you've just experienced is our amazing **MIRACLE SET!** During the **DAY** all you do is (show products) = Cleanse, Day Solution, Moisturize
At **NIGHT** all you do is (show products) = Cleanse, Night Solution, Moisturize

Statistics show you'll experience **83% REDUCTION in the LOOK OF FINE LINES & WRINKLES & 100% SOFTER, MORE SUPPLE SKIN** by just doing these simple steps! Think of these products like you do **BRUSHING YOUR TEETH!** If you don't brush your teeth what happens? (get answer) So if you don't take care of your skin, what could happen??? ☹

Your **MIRACLE SET** lasts **3-6 MONTHS** and costs less than a **\$1 a day ... that's less than a Coke @ McDonalds and way less than a coffee @ Starbucks!** And remember ... you ARE going to wear your skin until "**death do you part**" LOL Because we have NO OVERHEAD (like retail stores) you get so much **MORE VALUE** than other prestige brands (like LANCOME or CLINIQUE)

Isn't your skin worth a \$1 a day?? If you like the way your skin feels, write **MIRACLE SET** on your **WISH LIST** on the back of our profile!

Do you know studies show that you will actually **AGE ... LESS** by wearing something to **PROTECT** your skin rather than just wearing moisturizer and/or sunscreen??? This analogy really made me think ... imagine you washed your car and parked it outside for the afternoon! What would be all over your clean car when you got back in? **STUFF ... right?** So if your car is wearing "STUFF", wouldn't you agree you're probably wearing that same "stuff"???? Our **PROTECTION** is "almost invisible"! It feels like you're "**WEARING NOTHING**" and is **TRANSFER RESISTANT** so it won't come off on your clothes (demonstrate)

Before we custom-match your skin with our PROTECTION, we're going to try our **PRIMER ... (like Vanna)!** **(#4) Show PRIMER (like Vanna)** it goes right before your PROTECTION so your skin looks even more **FLAWLESS!** It's SO SMOOTH & SILKY you'll think you're putting ROSE PETALS on your skin! Apply the oil-free gel on **RIGHT SIDE** of your face! (#4)

(#5) Show MINERAL POWDER (or CC Cream) ... (like Vanna)

DIRECTIONS for Mineral Powder: Touch your Foundation Brush into your Mineral Powder, tap off the excess powder on your tray, then tap the end of your brush on the table so your Mineral Powder goes into the bristles! Apply your **MINERAL POWDER** over **BOTH SIDES** of your face in small circles! Apply a second layer if needed!

DIRECTIONS for CC Cream: Tap on 5 dots (1 on forehead, 1 on nose, 1 on chin, & 1 on each cheek,) and blend, blend, blend!

How much would you guess a **TRANSFER-RESISTANT Foundation** would cost at the mall? (Answer) Ours is 20 ... and as a consultant, it's (quietly) just 10! If you like the way your skin looks and feels with our "almost invisible" **PROTECTION**, write **FOUNDATION SET** on your **WISH LIST** on the back of our profile!

It's time for a "COMMERCIAL BREAK"! (Give FABULOUS sheet to each) **WHO's having FUN & feels FABBBULOUS???** Great! Get your cell phone out (wait to get cell)...

Like I said, I'm in a **CONTEST** to do **30 SPA FACIALS** this month! Think of the **TOP 10 "BOMBSHELL"** women you think are **FABBBULOUS** who fit into each of these categories! Don't stress ... we're NOT going to "bug" your girlfriends, we're just going to **TEXT** inviting them to feel **FABBBBULOUS** and have a spa facial from you ... **for FREE!!!!**

You get 1 ticket for each name/number ... & you'll get **DOUBLE** tickets when you are the 1st to complete your **TOP 10** list!! Put a check by each who are over 25! (play music on phone)

Show COMPACT ... (like Vanna) At your **MINERAL MAKE-OVER with your girlfriends** (**QUEEN**), the make-up artists of Mary Kay will create a look just for **YOU!** (show compact) **YOUR** compact is totally refillable (show how colors pop out) + the lipstick or gloss never falls out! Today, we're doing a **1 minute Dash Out the Door Look** with mascara & gloss!

1. Find your mascara wand Our **BEST SELLING MASCARA** is smear-proof and gives you fuller lashes in seconds! (apply mascara on wand)
 2. Finish with our Nourishine Lip Gloss ... would you prefer a **BERRY** or **BRONZE** shade? (apply to finger) Now fluff your hair ... and say ... I'M GORRRRRRGEIOUS!
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STARTER KIT ... Before we do compliments ... I promised I'd show you the "inside scoop" at the end! (Pass out copies Starter Kit / America's Best Kept Secret sheets)

This is your **STARTER KIT!** You can start **YOUR OWN BUSINESS for LESS** than most of us spend on 1 trip to Walmart or Target...let alone a trip to Costco!! Your **STARTER KIT is ONLY \$100 + tax & whatever product you want to have on hand for your clients!** It comes in a really cool bag and includes all of your demo products to do 30 faces! You get **FREEDOM, FLEXIBILITY, FRIENDSHIPS, FULFILLMENT, FUN,** and get to be part of our **FAMILY** ... plus all the training is **FREE!** (NO student loans!)

When I heard that I thought so ... how much **EXTRA MONEY** can you really make? Turn over your sheet to see the details! The **MONEY** is incredible because of **RESIDUAL INCOME!** **RESIDUAL INCOME is being paid OVER and OVER AGAIN from PAST WORK through building your customers!** Plus you can make money for helping women start their own business ... and **SAVE** money by earning the use of a **FREE CAR!** Imagine ... **NO CAR PAYMENT!!!**

Statistics show that an **EXTRA \$500** per month could make a **SIGNIFICANT** difference to many people today! **\$500 EACH MONTH** could help with a car payment, extra bills, or even start a vacation fund! Most of us start our business by investing just a couple of hours a week (by simply cutting out a couple of TV shows LOL!)

Now I **KNOW** it's probably NOT for you ... however, you might be thinking of someone who could use some **EXTRA CA\$H!** So dream for a minute ... what would **YOU** (or someone you're thinking of) actually do with an **EXTRA \$500 every month?** (write \$500 on top of profile and the 1 thing you would do with an **EXTRA \$500 every month...** have each share)

Now what is the **1 thing (other than FEAR)** that would **STOP** you from trying MK with me so you could **START** making **EXTRA CA\$H** (write 1 concern next to \$500 ... **DON'T SHARE**)

It's been my experience after hearing about the **HOPE** you can create through Mary Kay, **you're either an A or a B!**

"A" is the person who says ... ABSOLUTELY ... what do I have to lose by giving it a try????

"B" is the person who says ... BUY me a cup of coffee, I'm OPEN to listening (either for myself or someone I know)!

So to the right of **YOUR \$500 DREAM** and the 1 thing that would **STOP** you, **write either A or B!** I'll answer your personal questions during **YOUR** personal consultation!!

Now if making **EXTRA MONEY** is not for you, **NO BIGGEE** ... just put the paper in your purse and **"gift it"** to someone who would love to make **SOME EXTRA CA\$H!** (pause so she can put it in her purse) Now ... it's my favorite part ... **COMPLIMENT TIME!!!!**

IT'S COMPLIMENT TIME!!! ...

Mary Kay, herself, always said ... "When you're in your 20's, you have the skin God gave you! When you're in your 40's, you have the skin you CREATED! And... when you are in your 60's, you have the skin you DESERVE!" So let's see how good your skin feels!

1. **What do you like best about how YOUR SKIN FEEEEELS? (get answer)**
2. **Pull out your mirror ... What do you like best about YOUR FRESH & FAST LOOK?** (have guests look @ self in mirror and/or compliment each other)

When I get to this point, most people have 2 questions... 1. How much does it cost... 2. How quickly can I get it...

To answer your questions...

1. How much it costs depends on what you **CAN NOT LIVE WITHOUT!** We take CASH, CARDS ... even post-dated debit card on paydays ... plus ...we have a "hide it from your man" plan ... OR you can do a combo of any!
2. You get to **TAKE HOME everything you want TODAY ... NO WAITING ... NO ORDERING !!**

Show IDIA "ULTIMATE MIRACLE SET" ROLL UP BAG & have guests open bag to follow along ...

If you LOVED everything you tried on, I have to do my job and "tempt" you with **your new girlfriend, IDIA (Your I DESERVE IT ALL)** Say Oooh Aaaah!

This is the most amazing **BAG!** She's **SUPER CONVENIENT + SPACE SAVING!** You can hang her anywhere ... plus ... all of her pockets are Velcro'd so you can "RIP OFF" a pocket and take it with you!!! (Demonstrate) Your new girlfriend, **IDIA**, is made up of **EVERYTHING** you tried today!!!

In your 1st pocket is ...	your <u>wrinkle-Fighting Basic ... including your 3-in-1 Cleanser & Age-Fighting Moisturizer</u>
In your 2 nd pocket is ...	your <u>Day and Night Serums ... nicknamed your "Botox in a Bottle"</u>
In your 3 rd pocket is	your <u>famous Microdermabrasion and Pore Minimizer Set + Firming Eye Cream</u>
In your 4 th pocket is ...	your custom-matched <u>Foundation Set</u> + your amazing <u>Oil Free Eye make Up Remover</u>

Now I know you're wanting to know ... **DO YOU HAVE DEALS???** The answer is **YES!!!** Before I share about our "DEALS & STEALS", did you know a similar set at the MALL is \$800- \$1,000 and the EMPTY BAG is \$50 - \$75???. Because we don't have OVERHEAD, you get SO MUCH MORE FOR LESS! ... (give YOU ARE GORGEOUS set sheet to each) Look @ your "You Are GORGEOUS" sheet for our "Deals & Steals"

Our **FOUNTAIN OF YOUTH SET #1** is our most **PRESTIGE** line for those who want the **MOST ADVANCED ANTI-AGING** ... if you got everything individually, it would be \$399 ... however **TODAY ONLY** you can **SAVE \$80** and get our **PRESTIGE** line + your **IDIA** bag for **ONLY 319** ... or ...

You can choose our **ULTIMATE MIRACLE SET #2** ... which is everything you tried today! If you got everything individually, it would be \$299 ... however **TODAY ONLY** you can **SAVE \$80** and get all of the products in our **Ultimate Miracle Set** + your **IDIA** bag for **ONLY 219** ... or ...

You can select our **MIRACLE SET #3**, which is our **Basic & Foundation** Set! If you got everything individually, it would be \$158 ... however **TODAY ONLY** you can **SAVE \$29** and get all of our **BASIC** products for **ONLY 129!** And YES you can get things individually, you just don't get the HUGE savings shown ☺

If you're like me, I knew I wanted it ALL ... and ... I needed some RATIONALIZING ... Think of your **FAVORITE OUTFIT** that you wore this year for a wedding, party, birthday. etc. **How many TIMES** have you worn that complete outfit this year???. (get answer) Then think ... **HOW MANY TIMES** have you worn **YOUR SKIN** this year? (**EVERY DAY!**) Doesn't it make sense to **INVEST** in something you'll wear EVERYDAY rather than once a week, once a month, or ONCE ever?? If you want it, we'll figure out a way ☺

While I pick up the table, count your tickets to see who won the **PRIZE** and then we'll complete your opinion poll together ... (give prize)

(Read questions 1-6 on You Are Gorgeous opinion poll WITH them)

I'll be spending a couple of minutes with you **INDIVIDUALLY** to answer your personal questions! (Select the **person you like best** to join you **FIRST** in separate area!!!) (Name), bring your profile, opinion poll and **BOOK2LOOK** bag and join me over here! (Sit together in separate area)

INDIVIDUAL CONSULTATION ...

1. **THX 4 coming ...** what did you enjoy most about your appointment? Until your **MINERAL MAKE-OVER**, did I answer all of your questions?
2. **Now we need to set your MINERAL MAKE-OVER so you can OPEN YOUR INSTA-FREEBIE in your "Book2Look" bag!** What's better for you ... the beginning of the week or the end of the week? (Give choice of 2 days and 2 times) Great ... I have you set for (day, date, time)! (write on calendar)
3. You circled you'd love to take home _____ set! GREAT! Would you prefer using your credit/debit card, cash, check, or divide it up on 2 paydays? **COLLECT PAYMENT** (if she hesitates or didn't circle a set, take a sip of water so she can respond...then say **WHAT'S YOUR BUDGET so I can make some suggestions???** ...(take another sip of water so she can respond) (ALWAYS suggest skin care first vs. color) Complete receipt ... Would you prefer using your credit/debit card, cash, check, or divide it up on 2 paydays?)
4. (Give \$100 FREE Party with me flier) At your **MINERAL MAKE-OVER**, you can earn **"\$100 FREE when you PARTY WITH ME"!** Your date & time is _____ (write DATE/TIME on sheet) You EARN your \$100 free by doing these simple things. (read ways she earns her FREE STUFF from \$100 FREE Party with me flier)
5. Now ... OPEN your **INSTA-FREEBIE in your "Book2Look" bag!** (wait to open, then say ...) **This my business and I'll be there RAIN or SHINE ... PROMISE ME, nothing "short of death" will keep us from getting together, deal?** (shake hands)
6. **I saved THE BEST for last** ... (read which option applies) I know you wrote down "A" next to your \$500 dream ... Do you know when we fill out this SIMPLE form and order your \$100 Starter Kit TODAY, you get a "decision maker PRIZE"? Which card would you like to use to order your starter kit? (complete on-line agreement .. or paper agreement)

I know you wrote down "B" next to your \$500 dream ... Did I mention you get a FREE Mineral Eye Color for helping me with my training? (get answer) All you do is listen to a short call about MK and do a follow-up call with my Director to give your feedback! What time tomorrow works best for you to do our follow up call? (set time) After we do your follow-up call, you'll get your FREE eye color...which eye color would you like 4 FREE? GREAT! (make a note of eye color she wants for FREE)

If they didn't write down any letter or wrote "something else"...

I'm looking forward to "keeping you gorgeous for LIFE" as my LOYAL customer! Did I tell you that you get a FABULOUS GIFT when you refer someone to me who is accepted by Mary Kay as a Consultant and places her 1st product order? Who are the 3 people MOST LIKE YOU who might like to make an EXTRA \$500 per month?

THANKS AGAIN ... can you please get the next guest