



Sharpe Area Skin Care Party Flip Chart

Updated April 2019

MARY KAY

Set Up & Welcoming Guests

- 1) **Set up the table** according to the Guest Party Set Up sheet located on [www. SharpeArea.com](http://www.SharpeArea.com) under Training > Skin Care Party. Also check out the **picture** on the **next page** to know the order of products, as outlined in the script.
- 2) Wrap **warm wash cloths** in aluminum foil and put in a **zip lock bag / thermal bag** or **heat them in a microwave / crockpot** at your hostess' house. Remember, when passing out the wash cloths do not touch them; use tongs or have the guests pick it up off the plate. If you chose to demo a supplement mask, be sure to have 2 wash cloths per guest.
- 3) **Set up your “one-on-one office”** away from the table for the individual close. Have your money bag, datebook, sales tickets, calculator, product, personalized goody bags for each guest, etc.
- 4) **Greet each guest** as she arrives with a handshake, smile and repeat her name.
- 5) **Match CC Cream / Foundation** on each guest as they arrive. Chat as you match them. Smile & get to know them a little. This gives you a chance to really connect with each person.
(Be sure to squirt their foundation shade in the tray & write the shade on their profile card.)
- 6) **Encourage her** to fill out the entire front of her profile card & give her **raffle tickets** as an incentive.

A dense field of pink and yellow roses. The roses are in various stages of bloom, with some showing deep pink and others a pale yellow. The petals are layered and ruffled, creating a textured appearance. A white rectangular box is centered over the image, containing the text "MARY KAY" in a black, serif font.

MARY KAY®

Table Set Up - Products

It is important to set up the products in the order that you talk about them (according to the script) so the **audience sees them from left to right** just like if they were reading a book. When you are standing behind the products with the flip chart, they will be lined up right to left, which will seem backwards to you. If you choose to set your flip chart down and not hold it, we recommend you place the flip chart in the middle with 1/2 the products to the right and 1/2 to the left.



A close-up, top-down view of a dense field of roses. The roses are in various stages of bloom, showing intricate petal patterns. The color palette is soft, featuring shades of light pink, pale yellow, and cream. The lighting is even, highlighting the delicate textures of the petals. In the center of the image, there is a white rectangular box containing the text 'MARY KAY' in a black, serif font.

MARY KAY®

Welcome & Introduction

Hi everyone, my name is _____. Thanks so much for being here today! It is the ultimate compliment to be invited into a person's home and be introduced to her family & friends. Thank you _____ (the hostess); I love _____ (something you love about her). I have a big goal of _____ (insert goal) and she has agreed to help me. (Looking at her say...) I am so thankful for your support.

Share what your hostess earned / briefly explain your hostess program / perks.

Are you excited to have fun and to be pampered?

First, I am going to tell you a little about Mary Kay the company & then a little bit about me.

Then, you will experience AND fall madly in love with our Mary Kay skin care. We do everything in 2 appointments: skin care at the first appointment and then a fabulous customized color appointment for the second. If I tried to show you skin care AND color in the same appointment, we would be here all night. Plus, makeup only looks as good as the healthy skin that you have underneath. So today, our focus is skin care.

At the end, I will meet with each of you, one-on-one, right over there (point), give you your personalized **goody bag**, write down your **product faves** and show you how you can earn a **TON of free products**. Then we will all meet back here to play one last game about the Mary Kay opportunity... where you can earn additional raffle tickets. So, how do you get raffle tickets? (Explain raffle tickets. For example, when they say something funny or ask a question they get a ticket. Raffle tickets = Free product at the end of party.)

Sound good?

I have been building my business for _____ (if under a year say "less than a year"). Before Mary Kay _____ (add a line or two about your life before, or possibly show a picture of you before).

I never saw myself doing Mary Kay because _____. But as I learned more about the business I was attracted to it because _____. What I have enjoyed the most (or accomplished) is _____. The reason I work my business is _____, & my current goal is _____. So, Thank you for supporting me, my family, and our dreams.

Write out your story and tape it over this section. This part of the party is probably the most important. Sharing WHY you chose MK is critical to the connection you have with the guests. Practice this before the party. Think about why you will be in Mary Kay for life. Make them laugh, cry, & get curious. Practice & time yourself.



LET'S PARTY!



These products are shown at the table. Do not pass products. Walk around the table squirting the products.

Satin Hands

How many of you wash your hands a lot or struggle with dry hands?

Fun Fact: Your hands are one of the top places that you age. So caring for your hands, just like you care for your face is so important. This is one of our most popular sets called Satin Hands! *(Hold up set)*

It is a 3-step hand treatment.

1st Step - Hand Softener

(Walk around the table & squirt the products.)

Rub this into the front & back of your hands.

- You can apply to dry areas, feet, knees, and elbows.
- Works great on diaper rash, bee stings, and burns too!
- Fragrance-free (what you smell is the natural cucumber extract).
- Heat-activated; can you feel it warming as you rub your hands together?

2nd Step - Shea Smoothie Scrub *(Pump into each person's hand.)* Rub this in.

You're trying the White Tea & Citrus scent, but it comes in fragrance-free too! Do you feel that exfoliation? It helps get rid of dead, dry skin.

Who's competitive? We have a **TICKET OPPORTUNITY!** When I say GO we're going to have a race! Find a sink, rinse and dry your hands. No need to use soap. The first person back to their chair with dry hands gets 5 tickets! Ready, Set, GO! *(Give 5 tickets to first person back & 3 to the runner up, etc. Once everyone is back to their seat, walk around & squirt Nourishing Shea Cream in their hands while saying...)*

3rd Step- Nourishing Shea Cream

- Also comes in fragrance-free.
- 24-hour hand cream that lasts through 16 hand washes.
- Great gift for a new mom, someone in the medical field, or food service.

(If using 80 for 40 hostess program say...) Anybody can buy it ... but what girl wants to pay full price? Today, _____ (hostess) has _____ (#) guests and she gets the Satin Hands for 1/2 price today *(If she has 6+ guests she gets it for FREE)*. _____ (hostess), would you like it in white tea or fragrance free? *Then hand her the one she wants... right there at the table.*

Satin Lips

How many of you have dry, chapped lips? Is anyone here addicted to chapstick or Carmex? Well, the #1 ingredient in those products is menthol or alcohol, which dry your lips out! That's why if you're addicted, you have one everywhere & you reach for it every 30 minutes!

You will love our Satin Lips! *(Hold up the tubes)*

How many of you want more kissable lips? I always say, "Even if you have no one to kiss, you want to be in ready position when you do!"

2 Steps: Sugar Scrub and Shea Butter Balm.

1st Step - Shea Sugar Scrub, so hold out your first finger *(walk around & squirt on each person's finger or tray)*. Rub this in on your lips for about a minute. This is a gentle lip exfoliator. It removes dead skin & helps your lip liner, lipstick, and lip gloss go on better. Next, I'm going to give you a wet cloth to remove it. *(Walk around with a plate of damp facial cloths cut in 1/4 for each person to take one.)*

2nd Step- Shea Butter Balm *(Walk around & squirt on their finger or in the tray.)* Rub this in. How do your lips feel? Kissably soft & smooth?

MK's Shea Butter Balm doesn't have any drying agents, so it hydrates your lips for 12+ hours.

Most people use the scrub a couple times a week and the balm everyday, to ensure kissable lips!



THE SATIN SET



About the Company

When people find out that I'm a Mary Kay lady they always ask me two questions: #1 is Mary Kay a real person and #2 do you really have pink cars? Yes, she was and yes, we do. (giggle)

Mary Kay Ash was a real woman who **started her company in 1963 after she retired from corporate America.** Having juggled work and a family, she wanted to write a book on how to have a perfect company where women could put their **faith first, family second, and career third.** She jotted down her ideas, then asked herself, "Why are you theorizing about a dream company? Why don't you just start one?" Mary Kay Cosmetics was born!

Our products are manufactured right here in the USA & they have a **100% satisfaction guarantee.** You can have a product for 2 days, 2 weeks, or 2 years and if for whatever reason you are not satisfied, you can swap it out or get your money back.

Mary Kay Corp. formulates, manufactures, and distributes our products. We **never test on animals**, and in fact we are actively working in countries, such as China, to eradicate animal testing around the globe. We have a **charitable foundation** that supports the fight against cancers that affect women, and also, has multiple domestic violence outreach programs. We have a **zero carbon footprint**, a **worldwide recycling program**, and we do this in over **40 countries.**



MARY KAY ASH



Oil-Free Eye Makeup Remover

Tip: Use cotton rounds instead of cotton balls. They allow you to remove the product easier.

Be Honest: **Do you wash your face morning & night using a cleanser?**

Do you follow up with a moisturizer?

Do you take your eye makeup off at night?

Just know, for every day you do not wash your face morning and night, you age your skin 7 days. That's 7 times 7 times 7... some of you should be dead in skin care years. (giggle)

I'm excited for you to try our award winning **MK Oil-Free Eye Makeup Remover**.

I am going to come around and squirt some on your cotton round. All you have to do is lay it on your eye for a few seconds and then gently wipe your eye. Flip the cotton round over and use the other side for the other eye.

It is so important to clean your eyes every night with an eye makeup remover, even if you don't wear eye makeup. We all have these little tiny bugs called **eye mites**. They are so gross, and they feed on dead skin and dried makeup!

Our eye makeup remover has **2 parts**: a **conditioner & cleanser**. It is **safe for contact wearers**, **hypoallergenic**, **oil-free**, doesn't leave your skin feeling greasy, AND it's on **Oprah's O List**.

Tip: Give raffle tickets for the person with the most disgusting cotton round.



OIL-FREE EYE
MAKEUP REMOVER

Gentle cleanser for
your eye area

Skinvigate Cleansing Brush

Tip: "Skin Care to the bra line, Foundation to the jaw line."

Walk around letting guests feel the brush on the back of their hand. Explain it comes with 2 removable brush heads, it's battery operated and waterproof (so it can be left in the shower).

Speaking of cleaning your face... When you were little, did you ever spend the night at your girlfriend's house and forget your toothbrush? Then you used your finger with toothpaste to try and clean your teeth? Well, that's kind of what it's like to clean your face using a wash cloth or just splashing.

Using a cleansing brush gets your face **85% cleaner** than just using your fingers or a washcloth. That's a really big difference! It allows your **skin care to penetrate** more and it gives such a much **deeper clean**.

Our brush is awesome because it's super affordable AND it's battery operated! I don't know about you but I can barely remember to charge my cell phone... so I love that this has batteries.

Has your dentist recommended you use an electric toothbrush? Well, think of it this way; this is like an electric toothbrush for your face. I am in LOVE with this brush!

It's only 50 bucks, 1/3 or less of the price of others on the market, & it allows you to use less product.

(If using 80 for 40 hostess program say...) Now anyone can buy the Skinvigate Brush... but _____ (hostess), today you can get your brush for **free when 2 of your girlfriends book** their own beauty experience. So, who is going to help _____ (hostess) get her brush for free?

SKINVIGORATE

CLEANSING BRUSH



Cleanses skin

85% better
than cleansing by hand

MARY KAY®



Other Skin Care Lines

I want you to know that there are many Mary Kay skin care lines available.

I can customize a skin care regimen for you or anyone else with our complete collection of products.

Our **Botanical** line is for young skin that has not yet shown the signs of aging. This line is packed with Dragon Fruit & Aloe Extracts, which contain antioxidants and minerals that support healthy skin.

Our **Clear Proof** regimen is our incredible acne-fighting line. It's powerful but gentle, and delivers amazing results.

Our **TimeWise Repair** set is for skin with advanced signs of aging. It targets deep lines and wrinkles and contains retinol.

Lastly, you may have noticed that men actually have skin too, so our **MK Men Line** is designed just for them!

We can talk more about these and other supplements that you may be interested in when I give you your goody bag at your one-on-one consultation.

Today.... We will be focusing on my favorite, the TimeWise 3D Miracle Set.

BOTANICAL LINE



ACNE LINE



Find customized solutions for your specific skin needs

ADVANCED SIGNS OF AGING REPAIR LINE



MEN'S LINE



TimeWise Miracle Set 3D

Did you know that only 20% of aging happens naturally? That means that we can prevent 80% of aging! EIGHTY PERCENT! I'm going to show you how to do it in just 3 steps, twice a day with our TimeWise Miracle Set 3D!

This set was in development for over 5 years and has the Good Housekeeping seal of approval. One main ingredient is **encapsulated resveratrol**—say it with me “encapsulated resveratrol!” If you research resveratrol you will learn that it reverses the signs of aging! It's what plants produce to heal themselves when they are injured or damaged. Resveratrol is also found in red wine and dark chocolate!

Our set is called 3D because it DEFENDS, DELAYS, AND DELIVERS.

It **DEFENDS** against free radicals that make you age, and it is loaded with antioxidants that shield you from the environment. It **DELAYS** the look of premature aging with UVA/UVB protection, **PLUS** it includes our friends, **resveratrol, vitamin B3, AND peptides**. And it **DELIVERS** results in just 4 weeks! That's lightning speed for a skin care line. Don't believe me? Take a selfie tonight, and let's take another one in 4 weeks!

TIMEWISE® MIRACLE SET 3D™

BREAKTHROUGH THREE-DIMENSIONAL APPROACH
TO SKIN AGING

DEFENDS against
age-accelerating free
radicals on skin.



DELAYS the look of
premature skin aging.



DELIVERS results in
just 4 weeks.*

*Results based on a 12-week independent clinical study in which 62 women used the *TimeWise® Miracle Set 3D™* twice a day



4-in1 Cleanser

Pass out washcloths & have them dampen their face.

Tip: Remind them of skin care to the bra line & the importance of upward / outward motion against gravity.

Give raffle tickets to anyone doing it correctly.

OK, let's get started. First up is our 4-in-1 Cleanser. Go ahead and scoop it up; it is in the first hole of your tray. It comes in **2 formulations**:

Normal to Dry & Combination to Oily. If your neighbors tray looks different, it's because she has a different formulation. Apply it in an upward / outward motion. Be sure to avoid your eye area. Remember, we already cleansed your eyes with that Oil Free Eye Makeup Remover.

This is called the 4-in-1 Cleanser because it does **4 things in 1 product. It will cleanse, exfoliate, tone, & brighten!** Do you notice that clean, light scent? **That's not an added fragrance;** that scent is the ingredients, including the resveratrol. So now every time you smell this, you'll get excited knowing you're reversing the signs of aging!

Use your wet cloth to remove the cleanser from your face, and you will notice that your skin may already be glowing!

(Insert your choice of supplement product sheets after this page.)

TIMEWISE[®] AGE-MINIMIZE 3D[™] 4-IN-1 CLEANSER

REMOVES
IMPURITIES.

SKIN FEELS
CLEAN.

SKIN FEELS
EXFOLIATED.

SKIN LOOKS
BRIGHTER.



Day & Night Creams

Tip: Put Day Cream on face and Night Cream on the back of hand.

The next two products you're going to try are our TimeWise **3D Day Cream** and **Night Cream**. I like to say these two are married because they work together to fight the signs of aging.

The **Day Cream** is your **Protector** with SPF 30 UVA & UVB protection, and the **Night Cream** is your **Corrector**! Which one do you think is the husband and which one is the wife? (Giggle and hold up tubes as you talk about them.)

Go ahead and apply the Day Cream to your face, remembering to avoid your eye area. A little goes a long way. Start with a small amount; you can always add more.

The **Day Cream** contains **nopal cactus extract** to help support skin's natural moisture barrier. It was just named the best Day Cream by O Magazine!

The **Night Cream** has **Japanese apricot extract** which supports skin's natural collagen to help reduce the look of fine lines and wrinkles.

With just one squirt in the morning and one squirt at night, you get maximum results 24-7!

GET DAILY PROTECTION AND NIGHTTIME RENEWAL.



TIMEWISE[®]
AGE MINIMIZE 3D[™]
NIGHT CREAM

TIMEWISE[®]
AGE MINIMIZE 3D[™]
DAY CREAM SPF 30 BROAD
SPECTRUM SUNSCREEN*

*Over-the-counter drug product

3D Eye Cream & Soothing Eye Gel

The next product you're going to experience is our **TimeWise 3D Eye Cream**. I call this the **push up bra for your eyes**. Because what does a push up bra do? Lifts and firms.

Which finger do you think you should use to apply eye cream? Hold up the finger you think it is... **(give raffle tickets to anyone who holds up their ring finger)**. **It's your ring finger. Do you know why?** It's the weakest finger and the most gentle. So just gently tap tap tap—don't rub, tug, or pull, and apply your eye cream underneath your eyes, going toward your nose and along your brow bone.

Have you ever noticed that our first wrinkles show around our eyes? The skin on your eyes is about 75% thinner than the rest of your skin. It's like tissue paper, which is why we have to be extra gentle because we don't want it to crinkle or wrinkle! The **3D Eye Cream** works for **12 hours**, so when you use it morning and night you'll have **24 hours of moisturization!**

We never put anything on our eyes that isn't an eye product. It can cause puffiness.

Speaking of puffiness, this is our **Indulge Soothing Eye Gel**. This little sucker is like Starbucks for your eyes! It gives you that **extra jolt** during the day. Keep it in your purse, or even in the refrigerator. It's similar to putting cucumbers on your eyes at the spa, and it feels **INCREDIBLE!** If you suffer from allergies, sensitive eyes, or eye strain—this product is a must!

The best part is you can use both of these products together for maximum results.

FOR YOUR EYES

TimeWise Age Minimize 3D Eye Cream

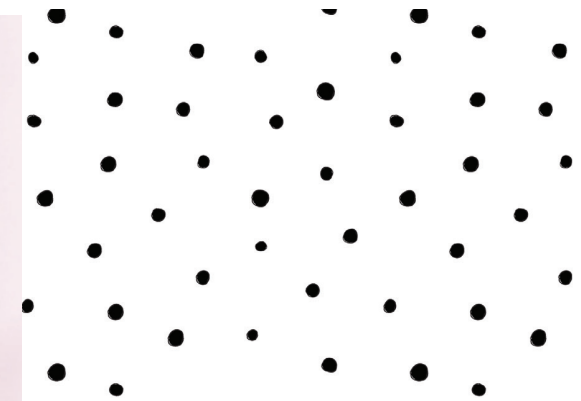


MOISTURIZES FOR
UP TO **12 HOURS**

**IMPROVES VISIBLE
SIGNS OF AGING:**
DARK CIRCLES, UNDEREYE
PUFFINESS, FINE LINES
AND WRINKLES



Push-Up Bra



Indulge Soothing Eye Gel

CALMING INFLUENCE
BOTANICAL BLEND



Starbucks

Recap Regimen

OK, lets have a quick review of the **TimeWise Miracle Set 3D**.

In the **morning** you're going to:

- Cleanse your face with your incredible Skinvigorate cleansing brush and your **4-in-1 Cleanser**.
- Next, apply your **Day Cream**.
- Then, finish with your push up bra for your eyes... **TimeWise 3D Eye Cream**.

Now, the only thing that changes at night is you will use your **Night Cream** instead of your Day Cream.

3 simple steps in the morning and 3 simple steps at night.

How does your face look and feel?

Just imagine your skin a couple of weeks from now! We will have so much fun ooh-ing and ahh-ing over your gorgeous skin.

TIMEWISE® MIRACLE SET 3D™

DAILY REGIMEN

DAY:

- 4-in-1 Cleanser
- Day Cream
- Eye Cream



NIGHT:

- 4-in-1 Cleanser
- Night Cream
- Eye Cream



Foundation Primer

Where are my foundation haters in the room? Raise your hand! Ok, there's always at least one in the group! Tell me why you hate foundation. (Have them tell you why they hate it.)

I have heard the same answers before! I have a little secret that can fix all of that. It's called **foundation primer**! Primer is like **spackle** for your face. It **smooths out your skin's surface** to make your foundation look flawless. Just like you would prime a wall, you prime your face. **Take a look at this picture of the orange**, with and without our MK primer. Crazy huh?

It also acts like velcro and holds your foundation on all day. Plus when you use primer you also use less foundation, so you don't get that cakey feel. Go ahead and apply that on your face. My oily friends in the room will appreciate the added **oil absorption** layer that foundation primer provides.

I also love it because it has spf 15.

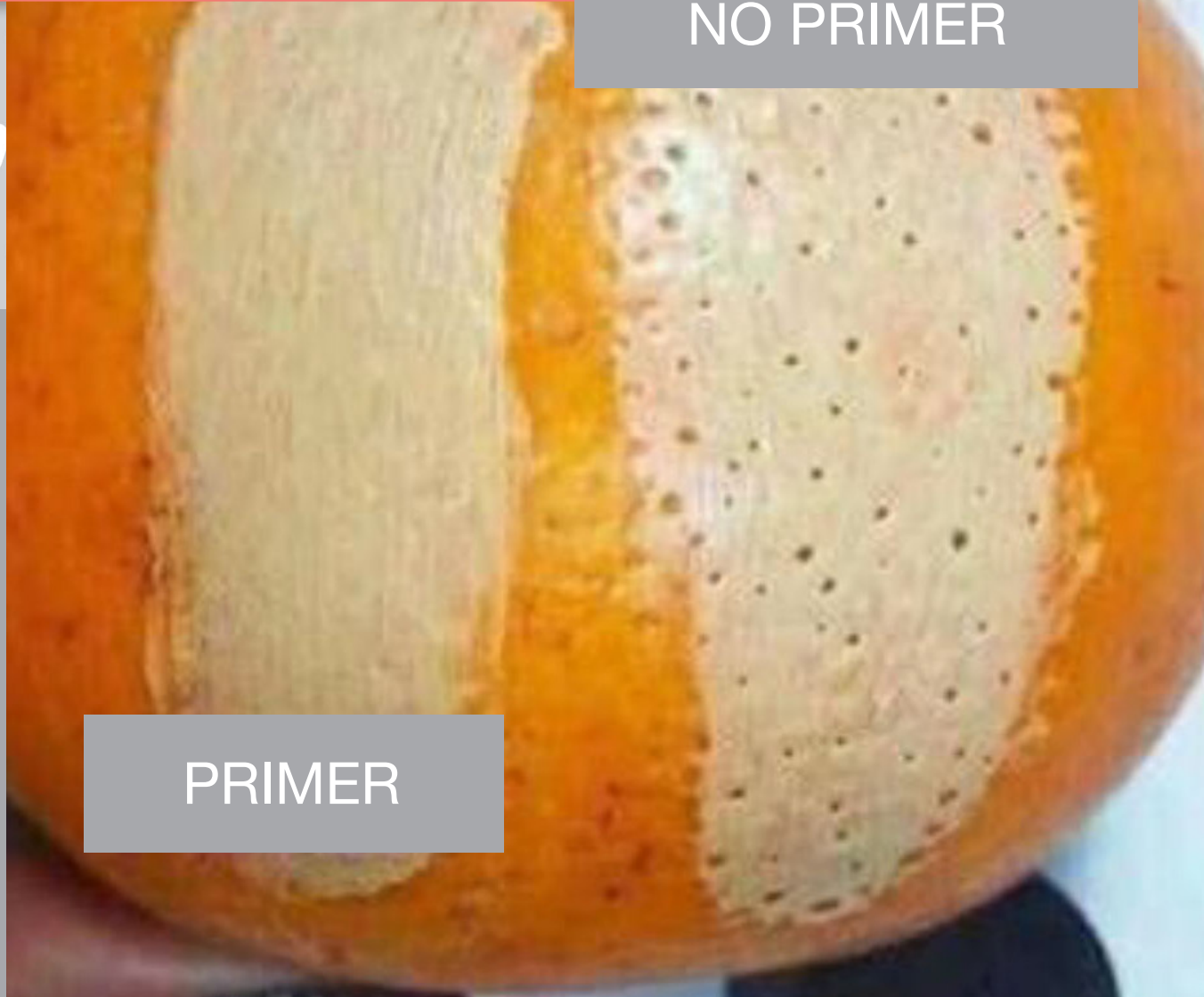
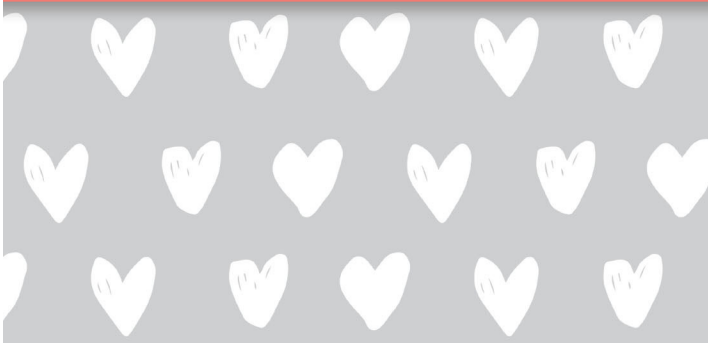
How does your face feel?

Now that we primed, let's move on to foundation. Haters, hang in there with me, ok? (giggle)

FOUNDATION PRIMER

NO PRIMER

PRIMER



CC Cream / Foundation

Tip: Show foundation example on mirror (the difference between using your finger, sponge, & brush.)

Remind them: "Skin Care to the bra line, Foundation to the jaw line." New consultants may want to keep it simple by using CC Cream. More advanced consultants may want to choose a different foundation based on the guests.

Foundation is actually the last step in any good skin care routine. Yes, it has cosmetic benefits like **evening out skin tones, covering up imperfections**, and giving you a **flawless look**. However, the primary function of foundation is to protect your healthy skin from the outside world. In fact, studies show that **women who wear foundation will age more gracefully than women who don't**.

You just have to find a formula that works for you. We have CC Cream, liquid, mineral powder, and cream-to-powder foundations. We can talk about which one works best for you when I give you your goody bag at your one-on-one consultation. Today, we are sampling _____.

I also have **Translucent Powder** for anyone who prefers a more matte look, and it will also help you set your foundation.

Ok, now you are going to apply your foundation. I matched your color when you came in today, but if for some reason you don't like the color once you start applying it, let me know!

How many of you wear a liquid foundation? **What do you apply it with? Fingers? Sponge? Brush?**

Your fingers contain oils & bacteria. Sponges hold bacteria too & are unsanitary unless you use a new one every single day. And BOTH soak up your foundation before it ever gets to your face. Using a **liquid foundation brush** can help your product last longer, give you more even application, plus keep oils & bacteria from entering your pores.

Pick up your brush, dab it into your foundation and apply it using a stippling effect. This allows you to buff and blend the liquid foundation with ease.

(Walk around, compliment & help blend for a few minutes. Remind them this is a demo brush, not a free gift or souvenir. Remind them it is only \$14 & share what you personally love about this brush.)

FACE THE WORLD FLAWLESSLY!



Dash out the Door Look (Mascara & Lip Gloss)

Next, we are going to do a quick dash out the door look. So, hold up the mascara wand in your tray! I am coming around to give you some of our Black Ultimate Mascara on your wand. **(Walk around putting mascara on their wands.) Who knows how often you should change out your mascara? (give tickets to those who answer)** Great! You should replace your mascara **every 3 months**. We want to keep our eye mites to ourselves, so we never share our mascara with a friend. We have lots of different types of mascara, but today you are going to use my favorite, the **Black Ultimate Mascara**.

- ◆ Comes in black and black-brown
- ◆ Extremely volumizing, super-thickening
- ◆ Flake, clump, and smudge-resistant
- ◆ Smart Wiper™ technology, it gives you just the right amount
- ◆ Ophthalmologist-tested

Now, next to your tray you have a **lip gloss sample**. I didn't know where everyone would be sitting, so the colors were chosen at random. To open the lip gloss you are going to bend the right hand corner, opposite side of the color dot. Then peel the backing off. The name of the shade is written on the back! **Call out your shade.**

Now, you may have never picked that color for yourself, but give it a try, you may love it! This is our **Nourishine Lip Gloss**. It is fortified with **Vitamins C, E & plant based minerals** & comes in **14 shades**.



LET'S
COLOR
YOUR
WORLD!



Essential Brush Collection

(If you choose not to use this incentive, skip this page or remove it from your flip chart.)

Next, I'm excited to share how you can get our **Mary Kay Essential Brush Collection at 50% off**. It can be yours when you **book your 2nd appointment**, where we focus on color.

Our new **Brush Collection** comes with your **powder, cheek, all over eye shadow, eye crease, and eye smudger brushes**.

Similar brushes from other brands retail for over \$300. Ours is only \$55, and it comes in a sleek carrying case as well. **\$55** is already a steal, but you can take it home today for only **\$27.50** just for booking your **2nd appointment today**.

We can do more skin care, glamour, or whatever excites you the most. Plus, our hostess (*say Hostess' name*) can earn extra free product when two of you ladies book your 2nd appointment today.

(Hold up brushes & share why you love them.)

Essential Brush Collection

Yours
50% OFF
when you book
your 2nd
appointment
today!

Includes five
high-quality,
precisely shaped
brushes, packed in a
stylish, portable clutch.

Regular Price \$55.00
Yours for Only \$27.50



Referrals

Tip: Get your phone ready to play music.

Go ahead and pull out your mirror from your tray. Hold it straight in front of you at an arm's length. This is how most people see you. If they are any closer, you better get ready, they are going in for a kiss (giggle). Now I want you to **repeat after me**, "I Am...." (let them repeat) "Beautiful" (let them repeat) "Ooo La La" (let them repeat)

Give yourself some kisses! Now, **turn to your neighbor** on both sides and give them a sincere compliment.

Speaking of compliments... the greatest compliment you can give me is for you to share me with your friends and family. And this is the perfect time because I am starting my new _____ (fall/winter/ spring/summer) portfolio and I am looking for fresh faces! Go ahead and **flip over your profile card**, and on the back start filling in the names & numbers of people who you think deserve a pampering session.

This could be your **mom, best friend, or co-worker**. Maybe think of a new mom, college student, or neighbor. Don't worry, I won't stalk your friends. I will **text them** and offer them a **gift certificate** to use at their **complimentary pampering session** -- as a gift from you! And the best part is, you do not have to pay for it.

I am going to set my timer for 3 minutes and play some tunes on **my phone**. The person with the most names and numbers gets 10 raffle tickets!!! Plus, anyone **who fills in number 9 completely** (on the back of the profile card) **gets 5 tickets**.

Ready, Set, Go! (Clean up table and reward raffle ticket.)



THE BEAUTY OF
FRIENDSHIP



Most Popular Sets

(Instruct them to grab and turn over the placemat under their tray. You will need to tweak the below script based on the Set Sheet you choose to use. Remember to **romance** the Travel Roll Up Bag & the importance of purchasing in sets.)

I don't know about you, but I **LOVE to save money and I LOVE to get a good deal. You?**

(Raise your hand. They will copy you.)

So, here are the deals and steals for today only, that I personally recommend.

(Insert your table close here.)

I am obsessed with this **Travel Roll Up Bag!** I hang it on a hook in my bathroom, so everything is organized in one place. The pockets are velcro (tear off) so you can use them as separate bags. It's also great for travel because you just roll it up (show them how it rolls back up) and toss it in your suitcase!

Ever had a makeup explosion? You will love these individual pockets because they are easy to clean and are top rack dishwasher safe.

I want you to think about your skin care as an investment.

So, let's put price into perspective. You will be wearing your Mary Kay products 365 days a year. **And what's the first thing that people see when they meet you?** Your face! That's why skin care is the best investment you can make in your appearance. Just know that in Mary Kay when you load up, it really stretches your dollar and makes it go further.

I accept **cash, check, card, or a combination.** Remember, everything is backed by our **100% satisfaction guarantee.** And don't forget, even if you can't get everything today, you can book your own beauty experience with your friends, just like (hostess name) did. Not only will this help (hostess name), but also gets you a discount on the products you have fallen in love with.

I do have all the products on hand, so you can take them home today. If for any reason, I don't have something, I ship & deliver for free.

The background features several large, detailed pink roses in various stages of bloom, scattered across the page. Interspersed among the roses are numerous small, solid-colored circles in shades of pink, magenta, orange, and lavender. The overall aesthetic is soft and celebratory.

**INSERT YOUR
FAVORITE
SET SHEET
HERE**

MARY KAY

Wish List

Next, we're going to take a little quiz. You are going to write your answers somewhere on the back of your profile card. This will be the easiest quiz you have ever taken, because I am going to give you the answers.

#1. If you could take home any of the sets I showed you, would you take home _____, _____, or _____? (Call out the names of the sets based on the set sheet you are using.) **Write down #1:** _____, _____, or _____.

#2. I owe you a 2nd appointment, which is your customized color look. So, you have an option– you can do that 2nd appointment with **ME**, just the two of us, or you can invite a few friends and get some products for **FREE**. **So write down #2: ME or FREE.**

#3. I am going through leadership training & looking for _____ women to give me their opinion of the MK opportunity. So the question I'm asking is, **would you help me?** Just by listening and giving me your feedback, you will **get a free gift**. So the answer is either "**YES**", I'll help you, I've heard some great things, and I'm kinda thinking I want to hear more, "**SURE**", I'm not really interested but I don't mind helping you with your training, or "**NO**", I'm really not interested and I really don't want to help you (giggle). **So write either YES, SURE, or NO.**

Wasn't that quiz easy?

Next, I'm going to meet with everyone individually and give you your personalized goody bag.

Know that you will receive:

1 raffle ticket for each set purchased.

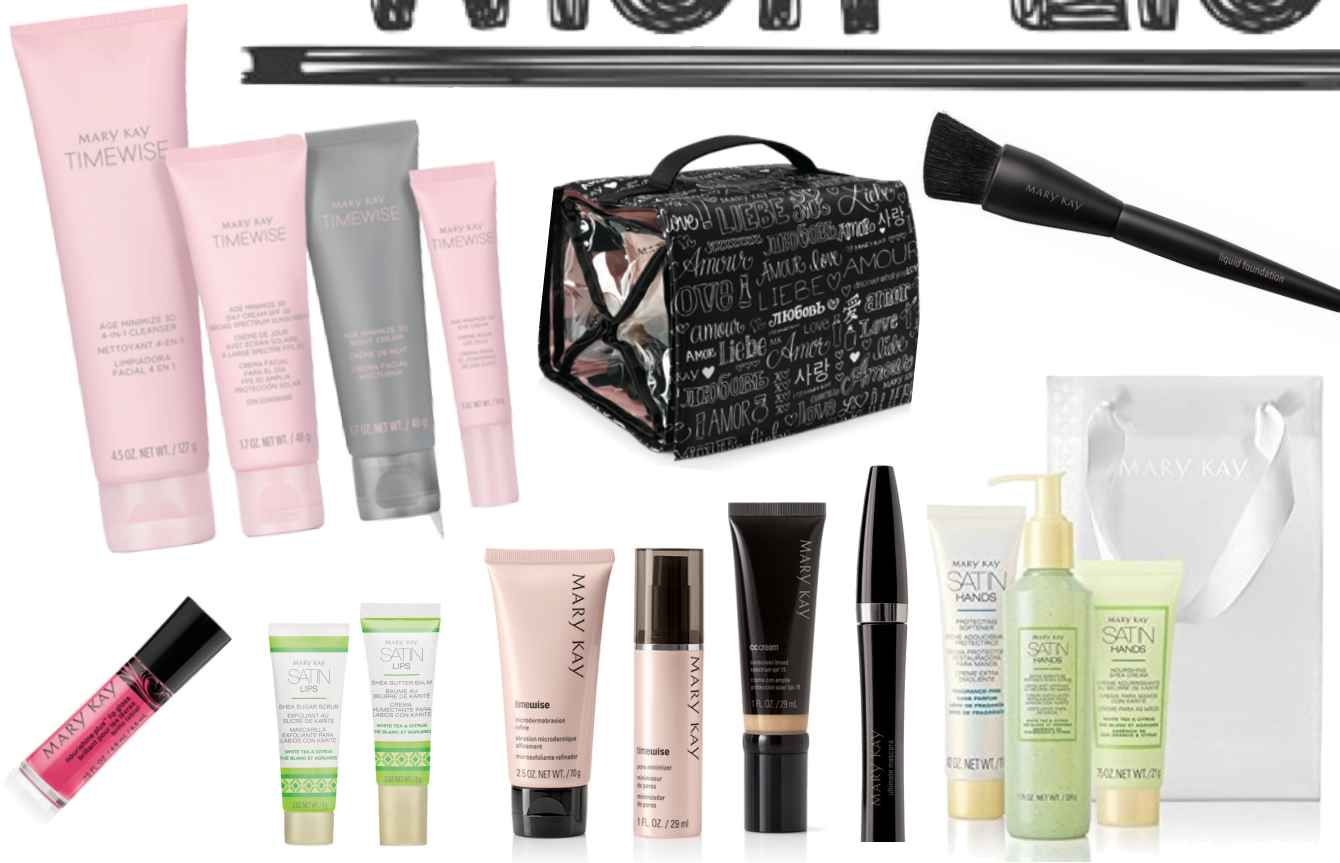
5 raffle tickets when you book your individual customized color appointment.

20 raffle tickets when you book a party / beauty experience with your friends.

So, _____, are **you ready to get your goody bag?!?**

Pick the most enthusiastic person at the table.

WISH LIST



Individual Close

Tip: Move to the area you designated for one-on-one consultations. Don't forget to take a selfie with each person so you can use this pic when booking her referrals. Make sure to check out her answers from the "quiz" that she wrote on the back of her profile card. That will help lead into the booking, selling, and sharing questions below.

Opening Question Options:

- Did you have fun (name) ? *(Smile and nod.)*
- How does your face feel? *(Touch the back of your hand to your face.)*

Booking:

- I'm excited for our 2nd appointment. Do you want to focus on customized color or more skin care? What works best for you, during the week or a weekend? *(Continue to offer 2 choices until you select a date and time.)*
- Since you booked your 2nd appointment, would you like to take advantage of the 1/2 price brush set?
- What most people do is share their appointment with friends *(flip over profile card)*. Should we see which of these people can join us? Remember you can earn _____ free products just for booking! *(Go over party details, hostess program/perks, & hostess packet. Set a time within 48 hours to get remaining guest list.)*

Selling:

- So I'm dying to know...Which sets did you enjoy the most? *(Point at the set sheet... Be quiet and let her tell you.)*
- If money were no object, what sets would you take home today? *(Be quiet and let her tell you)* Great! Anything else? *(Keep asking until she is done. Be filling out the sales ticket while she is deciding.)*
- Any individual items? Like Eye Makeup Remover? Or Mascara?
- *If she is hesitant ask her* "You know your situation better than I do; so what is your budget?"
- Great! Here is your total. *(Circle the total.)* How would you like to take care of that? You can do cash, check, charge or you can do the special, It's what everybody is doing.
- *(If using the 80 for 40 hostess program say...)* Now, since you booked your party you get that \$40 off today! Remember if you win the lottery, move to Hawaii, or go into the witness protection program (and we do not have your party) I'll just charge your card / cash your check for the extra \$40.

Sharing:

- Have you ever considered doing something like Mary Kay? *(No matter if they say 'yes' or 'no' respond with ...)* Well, _____, I think you would be great at Mary Kay because *(insert a genuine reason & why you would enjoy having her on your team)*.
- *If she said 'yes' to help you with your leadership training on the "quiz" ... set a date and time to have your sharing appointment.*
- After I'm done meeting with everyone, I will be sharing a little more about the MK career opportunity. No pressure... I would just love to know your opinion after you hear some more facts.



ALL YOU NEED
IS LOVE
AND
Lipstick!

MARY KAY®

*Let's
Shop!
XOXO*

The Mary Kay Opportunity - Purse Game

Tip: Get them back to the table to play one last game to earn raffle tickets. Let them know they will need their purse or can use items on their body. Adapt your presentation to the crowd, the amount of time you have, & most importantly, share your personal experience / favorite perks.

Who wants more raffle tickets? I am going to say a letter. When I call out that letter, the first 3 people to pull out an item beginning with that letter get a raffle ticket! You ready?

The first letter is an 'M'.

The 'M' stands for Money. We make money 2 ways in MK. The first way is by selling products. How many of you have ever worked retail? Did you earn 50% commission? As a Beauty Consultant we earn a 50% commission on all the products we sell. I purchase a product for \$10 and sell it for \$20. The second way is by **building a team**. We earn a 4, 9, 13, up to 26% commission on the men or women we sponsor into the company, in addition to several other cash bonus perks.

The next letter is an 'R'. Recognition. We earn prizes weekly, monthly, quarterly, and yearly. From beautiful jewelry, to dishes, designer purses, and more. *(Share your favorite prize / show picture.)*

Next letter, 'S'. Self-Confidence & Personal Growth. I like to say Mary Kay is the best self-confidence course you get paid to take! *(Share your personal growth story / or confidence building experience.)*

The next letter is a 'C'. Cars. Did you know that not all of our cars are pink? We have cars that are silver, grey, black and pink. There are actually **4 levels** to our **car program**. The **first car** you can earn is the **Silver Chevy Cruze Hatchback**. Now what's great about the car program is ... Mary Kay gives you the choice of the **car or cash compensation**. For this level the cash compensation is **\$425 per month**. If you choose to take the car, Mary Kay will **pay for your tax, tag, and up to 85% of your Car Insurance** for you and one other person of your choice. The second level is a **Charcoal Grey Ford Fusion, Chevy Equinox, Chevy Traverse, or a Black with Pink Accents Mini Cooper**. Or you can take **Cash of \$500 a month**. The third level is the famous **Pink Cadillac** or **\$900 a month**. Then, the final level is the **Pink Cadillac Escalade**, or **\$1400 a month cash compensation**.

Next is 'A'. Advantages & Advancements. You advance at your own pace. There are no quotas, and no glass ceilings. There are no territories, so you can sell in person, online, and on the go. Plus, you can take advantage of great tax deductions, like your mileage, a portion of your cell phone bill, rent, or mortgage. All the training is provided. So you're in business for yourself, but not by yourself.

And finally, 'B'. Be Your Own Boss. I like to say I'm the best boss I've ever had. You can have a 2 step commute in the morning and have the total freedom and flexibility to work this business, putting your faith first, family second, and career third.



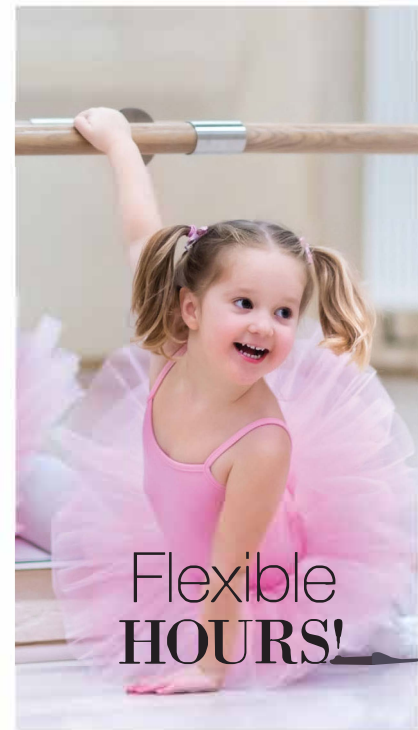
ENRICH
WOMEN'S LIVES,
INCLUDING
your own!



EARN
AMAZING
PRIZES!



Extra
income!



BE YOUR OWN
BOSS!



*dream
big!*

Starter Kit

So how do you start? It's just one hundred plus tax and shipping to start Mary Kay. It takes about 3 minutes to sign up, and we can do it right now.

Start today, and in about 2-3 days your Starter Kit will arrive in a big fun box with this tote (**hold up tote**) and ALL of these incredible items you see here, over **\$408 in full size products!** Plus, over **\$99 in business supplies** like: samples, catalogs, mirrors, etc. That's a total value of over **\$507**.

It's like the **greatest Groupon EVER** and includes everything you need to begin your Mary Kay business.

ONLY \$100 to start your MK Business

PLUS APPLICABLE TAX AND SHIPPING

\$408 Full Size Product Value
\$99+ Business Supply Value
\$507+ Total Value



Full Size Retail Product Included:

- TimeWise Age Minimize 3D 4-in-1 Cleanser (Normal / Dry)
- TimeWise Age Minimize 3D 4-in-1 Cleanser (Combination / Oily)
- TimeWise Age Minimize 3D Day Cream (Normal / Dry)
- TimeWise Age Minimize 3D Day Cream (Combination / Oily)
- TimeWise Age Minimize 3D Night Cream (Normal / Dry)
- TimeWise Age Minimize 3D Night Cream (Combination / Oily)

TimeWise Age Minimize 3D Eye Cream

Translucent Powder

Oil-Free Eye Makeup Remover

Mary Kay Ultimate Mascara in Black

5 Mary Kay CC Creams SPF 15:

Very Light, Light to Medium,
Medium to Deep, Deep, & Very Deep

White Tea & Citrus
Satin Hands Pampering Set

Samplers:

- 30 Color Cards
- 30 Mascara Brushes
- 30 Sponge-Tip Applicators

WHAT COMES IN YOUR

Mary Kay Starter Kit



Education Materials:

- Start Something Beautiful DVD
- Start Something Beautiful Magazine
- Ready, Set, Sell! New Consultant Inventory Options Brochure
- Miracles Happen Book
- Steps to Success Brochure
- Skin Care Party Flip Chart
- Welcome Card
- Datebook

- 4 Name Cards
- 4 Placemats
- 4 Dry Erase Markers
- 30 Customer Profiles
- 30 Sales Tickets
- 10 Look Books

Tools:

- Starter Kit Bag
- 4 Mirrors with Trays
- 30 Disposable Trays
- 30 Facial Cloths



Tell Us What You Think Form

Next, I have a **report card for you to fill out**. This gives me a little more information about how I did today and what you are interested in (**pass out form**). Go ahead and fill out the top with your **name, phone number, & write me down as your consultant**.

You will see a section for you to check all of your **interests**. Do you want to...

- **Purchase products** - of course I'd be honored to have you as my customer.
- **Attend a Mary Kay event** - We hold super fun events all over the city like Lash Bashes, Beauty Bars, and Skin Care / Glamour workshops
- **Host a party or beauty experience** with your girlfriends to get free products
- **Schedule a 1-on-1 appointment**
- **Start your own MK business**

You can check all that apply.

Then there is a box to rate your interest level in the Mary Kay opportunity on a scale from **1 to 10**.

1 is I will never sell MK even if I was on the side of the road, starving. (**giggle**)

10 is... This is great! Sign me up! I can't wait to get that fantastic Starter Kit.

Now notice there isn't a 5. That is on purpose because a 5 is awkward and I'm not sure what to do with you. (**giggle**)

Then at the bottom is a place for you to put any questions or comments. When you're done, hold up your sheet and I will collect them for a raffle drawing!

For anyone who is a 9 or 10 pull out your iPad or a hard copy agreement for them to sign.



Tell Us What You Think



Raffle Drawing

(Great raffle prizes are discontinued products, eye shadows, or MK samples. Call out the last 4 numbers to keep it simple. Decide on how many raffle prizes to give out based on the number of attendees.)

Who's feeling lucky?

First, let's do a drawing from the 'Tell us What You Think' forms.

(Pull a winner and hand her a prize.)

Get your raffle tickets out. Next, we are going to do a drawing from your raffle tickets.

(Pull raffle tickets and hand out prizes.)

Again, thank you to our amazing hostess, _____. I so enjoyed getting to know each and every one of you. And I'm so excited to be your Mary Kay girl!

Feel free to stick around as I clean up if you have any additional questions.

(Remember to meet with the hostess to check her out and ensure you have given her all of her free / discounted products.)

Raffle Drawing



Get Out
Your
Raffle
Tickets!




Optional Pages

The following pages are to be inserted into your Flip Chart based on your party. Keep in mind adding these pages will lengthen your party.

*Charcoal Mask (insert after 4-in-1 cleanser)

*Microdermabrasion (insert after 4-in-1 cleanser)

*\$80 for \$40 Hostess Flyer Explanation (informational)

The background features a soft-focus image of several pink roses. Scattered throughout the scene are numerous small, semi-transparent circles in shades of pink, magenta, and orange. The overall aesthetic is elegant and celebratory.

OPTIONAL INSERT PAGES

MARY KAY

Charcoal Mask

Tip: Because the Charcoal Mask needs to sit for at least 10 min, this may be a good time to play the referral game.

Go ahead and scoop up the Charcoal Mask and apply it. Avoiding your eye area and mouth.

The **Clear Proof Deep-Cleansing Charcoal Mask** helps remove the dirt and impurities that can contribute to problem skin and offers a gentle solution for supporting a clearer-looking complexion.

- Extracts of **Rosemary** and **Peppermint** are **antimicrobial, antibacterial, and antiseptic**, protecting the skin from bacteria and infection. These extracts also deliver a **cooling sensation** and fresh scent to **awaken** your senses.
- **Honeysuckle and Navy Bean extracts** work to target the appearance of skin discoloration and help soothe skin.
- Small amounts of **Salicylic Acid** work to dissolve dead skin by mildly exfoliating and purifying the skin, to prevent pores from clogging.
- Formulated with absorbent power of **Kaolin and Bentonite Clays**, this mask instantly absorbs excess oil and reduces shine.
- When charcoal goes through a special heating process, it becomes **activated**. **Activated Charcoal** is known to absorb up to **DOUBLE its weight in impurities**. It digs up to **3 layers deep**, acting as a **magnet** as it pulls out impurities and unclogs pores. As a result, your complexion looks clearer and healthier, and pores appear minimized.
- Named in **Forbes Top 3 of charcoal masks**.
- Dries as it goes to work gradually becoming lighter the longer you wear it.
- Leave it on for 10 - 20 minutes.
- It's easy to remove with a warm washcloth.
- It does not peel off or rip your skin.

Now take your wash cloth and gently remove the mask. **How does your face feel?**

CHARCOAL MASK

Benefits:

Hydrates Your Skin
Removes Excess Oil
Pulls Out Impurities
Deeper Clean Than a Cleanser
Makes Your Skin Glow

Minimizes Appearance
of Large Pores

Also - it won't hurt, damage,
or rip your skin!



Microdermabrasion Plus Set

This is our Microdermabrasion Plus Set. (Hold up the set.)

It has **2 steps: Refine & a Pore Minimizer.**

I want you to feel these, so I'm going to come around with **Step 1 for you to apply to your elbow.**

Step 1 has a gritty & sandy feel. It is giving your skin a deep exfoliation. You would apply Step 1 after using your 4-in-1 Cleanser. You apply it in a swift, circular motion; then remove it. I prefer to apply it in the shower because it is easier to remove that way! Go ahead and use your washcloth to **remove step 1.**

Then you would apply **Step 2** once you get out of the shower & pat your face dry. Step 2 you are going to leave on your skin. (Walk around and squirt step 2.) The Pore Minimizer does just that. Minimizes your pores, calms, and tightens the skin.

Take a look... (hold your elbows together) can you see and feel a difference in your elbows? This is just after one use.

- This set is just 55.
- On average it will last you about 6 months because you only use it 2 to 3 times a week.
- It helps with fine lines, wrinkles, acne, blackheads, and reduces your pore size.
- It's non-comedogenic.
- Think of it as a skin polisher that gives you instant results.

The Microdermabrasion Plus Set is a great supplement to your TW3D Miracle Set.

MICRODERMABRASION SET

Get polished younger skin and significantly smaller pores.



80/40 Hostess Program

- Guests must be 18+ and new to you.
- Party sales must exceed \$200 for the perks to be valid.
- Guests that book their party get \$80 in retail product for \$40 (the day they book) on their purchase.
- At the party they host, the hostess receives Satin Hands Set 1/2 off (with 3 to 5 guests) or FREE (6+ guests).
- When the hostess has 2+ bookings from her party she gets to choose an exclusive hostess gift (suggestion - Skinvigorate Brush).
- The hostess receives 1/2 back for the outside orders she collects (Collect \$200 in outside orders, receive \$100 in FREE product).

Tips:

- Make sure when someone books their party and takes advantage of the \$80 for \$40 hostess program, that you share with her that if something crazy happens... Like she goes into the witness protection program, wins the lottery, or moves to Hawaii (and she does not hold her party) you will charge her card or cash her check (have her write you a separate \$40 check at checkout) for the extra \$40. Write the \$80 for \$40 rule on her sales ticket and have her sign it so she knows what she is agreeing to.
- This program is effective because the girl that books the party is going home with the product, using it, & loving it prior to her party. You are going home with the money. If something happens and she doesn't hold the party, you either cash the check you are holding or run her card for the extra \$40. You will start to see fewer cancelations because the hostess will not want you to charge them the extra \$40.

80/40 hostess specials



\$40 FREE!

Receive \$80 of Product for \$40!

Qualify for this incredible offer by having 3+ guests* join you with \$200+ in sales!



Satin Hands!

Have 3+ guests* and receive our Satin Hands set (\$36 value) at 1/2 price!

Have 6+ guests* and receive our Satin Hands set FREE!



Special Gift!

Get 2+ bookings and choose from a selection of fabulous exclusive Hostess gifts!



1/2 Back Bonus!

Receive 1/2 Back for the outside orders you collect!

Example: Collect \$200 in outside orders and receive \$100 in FREE products!



*Guests must be 18 or older and new to me.

Most Popular Sets

Spa Bar

\$22 Satin Lips Set

\$24 Deep-Cleansing Charcoal Mask

\$14 Foundation Brush

\$65 Glycolic Facial Peel

\$16 Translucent Powder

\$24 Vitamin C Squares

\$16 Soothing Eye Gel

\$15 Mascara

\$70 Bio-Cellulose Mask

\$15 NouriShine Lip Gloss

\$50 Skinivgorate Cleansing Brush

\$20 Foundation Primer

\$55 Microdermabrasion Plus Set

\$56 Replenishing Serum + C

\$35 Travel Roll-Up Bag

\$36 Satin Hands Pampering Set



For your convenience, I accept all major credit/debit cards, cash, check or split payment.



Cadillac Collection

YOUR PRICE \$399
\$433 value



- TimeWise® Age Minimize 3D™ 4-in-1 Cleanser
- TimeWise® Age Minimize 3D™ Day Cream SPF 30
- TimeWise® Age Minimize 3D™ Night Cream
- TimeWise® Age Minimize 3D™ Eye Cream
- Skinivgorate™ Cleansing Brush
- Liquid Foundation Brush
- Foundation Primer SPF 15
- CC Cream SPF 15 / Liquid Foundation

- TimeWise® Microdermabrasion Plus Set
- Oil-Free Eye Makeup Remover
- Ultimate Mascara
- Your Choice of Lip Gloss Color
- Satin Hands Pampering Set
- Satin Lips Set (Scrub & Balm)
- Travel Roll-Up Bag
- 3 Spa Bar Products at 1/2 Price

3
1/2 Price Spa Bar Products

Ultimate Set

YOUR PRICE \$187
\$207 value

2
1/2 Price Spa Bar Products



- TimeWise® Age Minimize 3D™ 4-in-1 Cleanser
- TimeWise® Age Minimize 3D™ Day Cream SPF 30
- TimeWise® Age Minimize 3D™ Night Cream
- TimeWise® Age Minimize 3D™ Eye Cream
- TimeWise® Microdermabrasion Plus Set
- CC Cream SPF 15 / Liquid Foundation

Miracle Set

YOUR PRICE \$110
\$124 value

1
1/2 Price Spa Bar Product



- TimeWise® Age Minimize 3D™ 4-in-1 Cleanser
- TimeWise® Age Minimize 3D™ Day Cream SPF 30
- TimeWise® Age Minimize 3D™ Night Cream
- TimeWise® Age Minimize 3D™ Eye Cream

Get Set for a BEAUTIFUL YOU!

Basic Skin Care

\$56



Add **Mary Kay®** foundation of your choice from \$18 to \$22

TimeWise® Miracle Set 3D™

\$110



Add **Mary Kay®** foundation of your choice from \$18 to \$22

Ultimate Miracle Set 3D™

\$165



Add **Mary Kay®** foundation of your choice from \$18 to \$22

Ask me how to get the Travel Roll-Up Bag!

An all-in-one must-have organizer for your cosmetics, skin care and accessories. **\$35 suggested retail** (unfilled).



TimeWise Repair® Volu-Firm® Set, \$205

Scientifically innovative products for the advanced signs of aging, formulated for all skin types.

Set includes Foaming Cleanser, Lifting Serum, Day Cream Sunscreen Broad Spectrum SPF 30,* Night Treatment With Retinol, Eye Renewal Cream and a luxurious gift box.



White Tea & Citrus Satin Hands® Pampering Set, \$36

This spa-like treatment revitalizes and rejuvenates the look of hands, so they feel renewed and instantly look healthier.

Set includes a fragrance-free protecting softener, a scented shea scrub, a scented shea cream and a giftable bag.



Satin Lips® Set, \$22

It's instant bliss for your lips!

Set includes Satin Lips® Shea Sugar Scrub and Satin Lips® Shea Butter Balm.



Clear Proof® Acne System, \$45

Clinically shown to provide clearer skin in just 7 days!†

Set includes Clarifying Cleansing Gel,* Blemish Control Toner,* Acne Treatment Gel* and Oil-Free Moisturizer for Acne-Prone Skin.



Botanical Effects® Skin Care, \$54

Suitable for sensitive skin, this easy-to-use regimen is infused with simple ingredients that deliver a wealth of essential benefits.

Set includes Cleansing Gel, Refreshing Toner and Moisturizing Gel

Invigoring Scrub is available for \$18 (not shown)



Customized Color Look, \$64

Choose your shades to create the most beautiful you!

Color Look includes Cream Eye Color, CC Cream Sunscreen Broad Spectrum SPF 15,* *Ultimate Mascara™* and *NouriShine Plus®* Lip Gloss.



Skinvigate™ Cleansing Brush, \$50

Get Your True Clean® with this lightweight, two-speed power brush that gently massages as it thoroughly cleans skin, removing residue, dirt and makeup in seconds.

Boxed set includes *Skinvigate™* Cleansing Brush with two heads and batteries.



MOST

POPULAR

SETS

FREE ROLL-UP BAG

with any 4 sets!



\$35
value
(unfilled)



BASIC SET

- 3D 4-in-1 Cleanser
- 3D Day Cream SPF 30 Broad Spectrum Sunscreen
- Your choice of Foundation

1 SET

The "Brush Your Teeth" Set

\$81



MIRACLE SET

- 3D 4-in-1 Cleanser
- 3D Day Cream SPF 30 Broad Spectrum Sunscreen
- 3D Night Cream
- 3D Eye Cream
- Your choice of Foundation

2 SETS

The "Brushing & Flossing" Set

\$135



ULTIMATE SET

- 3D 4-in-1 Cleanser
- 3D Day & Night Creams
- 3D Eye Cream
- Microdermabrasion Plus Set
- Your choice of Foundation

3 SETS

"Brushing, Flossing & Whitening" Set

\$190



FLAWLESS SET

Translucent Powder, Primer & Liquid Foundation Brush (or Blending Sponge)

\$50



EYE DEAL SET

Oil-Free Eye Makeup Remover, Mascara & Lip Gloss

\$47



SOOTHE & MASK SET

Charcoal Mask, & Indulge Soothing Eye Gel

\$40



SATIN SET

Satin Hands Pampering Set & Satin Lips Set

\$58



SKINVIGORATE CLEANSING BRUSH

Includes Two Brush Heads & Batteries

\$50

