

## MARYKAYPARTYSCRIPTS

### YOUR ULTIMATE GUIDE TO A SUCCESSFUL MARY KAY PARTY

**Greet guests and ask their name.**Show them where to sit. Ask them where they are from? Did they find it okay? Have they used Mary Kay before?

Give them the profile and say, "Here you go. You can fill this out while we get set up. And what would you like to drink: coffee, tea, water or hot cocoa?" Smile tons. You are there to **MAKE THEM FEEL IMPORTANT.**

Any chance you get to small talk, the better. Women don't care how much you know until they know how much you care!

#### **GREAT QUESTIONS throughout the party:**

Are you guys from the area?

How do you all know each other? What do you do for work?

Do you have kids?

Been on any fun vacations lately?

**Thank you so much for having me here today!! (thank hostess if you have one for having you to her home)**

**You are going to feel like a Million Bucks when you leave here today**

#### **5 Fun Facts about Mary Kay Products:**

**If it is okay with you we recently put together this information just for you....our clients and I would love to share by reading to you some really awesome facts about our company and products before we get started...Would you guys mind if share with you?**

All MK products for people with sensitive skin and all of our **skin care lines are hypoallergenic.** The **BEST PART** for those of you who like to limit your chemical exposure! Mary Kay **follows the European Union guidelines** for skincare and cosmetics! This is really awesome because in Europe they ban 1,300 ingredients in skincare products and cosmetics that are unsafe to use in products!! How many do you think the FDA bans here in America? (Let them guess) Only 11. Because our company has the highest of standards, we ban more than 1,300 in our products so the products are safe, pure and good for you!

Our Products are all American made in our manufacturing facility. The products are safe, premium grade products for a fraction of the price...So you are getting the best anti-aging for your skin at prices you won't find elsewhere.

We are also a green company with a **0% landfill policy.** The caps on the top of our products and these eye shadow clamshells (show a flip cap and eyeshadow) are recyclable. We have **planted over 1 million trees** from our Recycling Program. Our peanuts that come in our orders are made out of corn starch...hose it down and they dissolve. I hope this excited you as much as it does me. I love supporting a company that effect the world and our families. We also have these peanuts that come in our products when they are shipped and they are made out of corn. You can hose them down and they will dissolve.

Raise your hand if you like animals? Good. We are a cruelty free company, meaning **we never test on animals!**

When you use our products, you are supporting women and children who are affected by domestic violence and cancer. 1 out of 4 women are affected by domestic violence.. We were the first company to start a texting campaign for people in difficult situations....Just text is Love is to 22522. We give millions of dollars each year to help support shelters all around this country Or visit [Marykay.com/don'tlookaway](http://Marykay.com/don'tlookaway)

We also have donated over 76 million dollars for cancers affecting women. And 5 Million just in the last year. Our charity gives 97% to charity-- that is jaw dropping. 1 in 8 women are diagnosed with breast cancer. 1 in 3 will be diagnosed with some form of cancer. 11,000 cases of cervical cancer and MK was #1 in finding a cure b/c of all the research 97% of the strands for HPV have been illuminated. This is making a difference for our daughters and granddaughters and generations to come.

Every time you buy our products, the MaryKay foundation is supported for these important causes helping women all over the country and you are supporting local small business. YOU make a difference when you purchase our product

We are the **Number One Direct Seller of Skincare and Color Cosmetics in the entire WORLD!**

And some company have 2 or 3 or 4 patents for their products. How many do you think Mary Kay has? We have over **1,400 patents on our clinically proven products!** 1,400!! We have over 25 scientists and doctors on staff that make sure everything is clinically proven to be safe and works before it reaches you. So you are getting the best products for your skin that are proven to give you guaranteed results.

**Ok let's talk about our incredible skin care**

We take the most advanced approach in anti-aging. It delivers visible results making you **look younger**. It is clinically proven to delay and prevents your skin from aging.

All of our products are 100% satisfaction guaranteed and part of our service is a second appointment for you making sure you are loving EVERYTHING Our skin care delays, delivers and defends. In all the products, you get Vitamin B3, Age- fighting peptides and powerful encapsulated resveratrol! (with the repair system you get a luxury line with an additional product which is a lifting serum with collagen 7 that repair and rebuild your skin) P.s. And for women over 40, I'll pass around a picture that shows our Advanced Anti-aging line: Volu-firm. It's like having a facelift in only 2 weeks of use! (you have a fact sheet at the back of this packet)

**Resveratrol** is the latest in an anti-aging breakthrough and our company is one of the first to market with this finding! Resveratrol is a **powerful antioxidant** produced by some plants like red grapes to protect the plant against environmental stresses. It's basically **like a Band-Aid**, it protects your skin from free radical damage!

Does anyone know what Free Radicals are? Free radicals are unstable atoms floating in the air because they lost an electron. So, they go looking to healthy atoms to steal an electron. So, they land on your face, steal an electron, run away and leave your face with an unstable atom, a free radical. Which causes aging! Free radicals are bad!

What's amazing about Resveratrol is that this antioxidant actually has extra electrons to give to free radicals when they land on your face. So, it gives away an electron to the free radical and

no damage is done to your face! So this stuff is magic! **Resveratrol is found on the surface of grapes and is a protective antibiotic produced in plants under stress, whether due to fungal attack, drought, or inflammation.** This molecule helps the plants to fight back and maintain health. So it's going to protect your skin from free radical damage which would otherwise cause aging! This will prevent you from aging!  
And reserveratrol is in our skin care products So you will be fully protected!

The second ingredient that you get is vitamin B3. **B3 is a well-known brightening super power.** Anyone struggle with dark spots or age spots? This is your miracle ingredient! It brightens your skin so you look more radiate and youthful.

What do you think the number one reason people look older than they are? It's uneven skin tone! **Women look older when their skin is uneven**, so, when you brighten your skin with this B3, you instantly look younger.  
It also has a **powerful age fighting peptide which also prevents sagging and fine lines, so you'll look younger using this.**

Part of my service is to see you back in a couple weeks to make sure you are LOVING your products...assuming you get started on the skin care 😊  
The last product is age fighting peptides! What's super cool about age **fighting peptides is they add suppleness to your skin. This adds elasticity and rebuilds the collagen.** So, you look younger!! Who wants to look younger (raise your hand). This is one of the most advanced anti-aging systems on the market. Mary Kay spent 5 years in development of this product, and you get **guaranteed results.** And it's been clinically proven to work like all of our products.

A few reminders with your skin is to

-work in an upward outward motion....gravity pulls down 24 hours a day on our face our boobs and our butt so push it up 😊

-Work around the eyes using your ring finger (point out your ring finger, it's the weakest in all your fingers, it actually has one less ligament than any other finger...go out like eyeshadow and in under the eye. (Have them do it a couple times)

-Tonight we're going to do from the chin up so don't forget up or neck....you can always tell the tree by the rings around the neck

Remember your skin ages 14 days per night when you don't cleanse it at night....whether you wear makeup or not!

That means miss two days and you are a month older. Miss 26 days in a row, you are a year older! Don't worry, we can erase that with this system because it correct aging and brings your skin back to its youthful, natural state.

## Day and Night Cream

Next, you're going to use the age minimizing **Day Cream!** It has a **30 SPF in it.** And the best part about this, it's non-greasy yet will hydrate for a full 12 hours! **This is hands down the most powerful anti-aging moisturizer on the market** and it's **chock full of innovative ingredients** that will blow your mind which I'll explain while you put the product on.

Always remember when applying moisturizer to avoid your eye area bc when you put moisturizer under your eye it has extra water content, so your eye says, "Ohhhhh! I like water, let me drink it up and get puffy!" So never put regular moisturizer under your eye; only use an anti-aging eye cream.

Also what separates this moisturizer from others on the market is the super powerful encapsulated resveratrol contained in it.

The moisturizer also has nopal cactus in it. **Nopal cactus if you think about a cactus are out in the desert and they get super dry and they have this cool exterior that protects their moisture levels and keeps the moisture in!** So this protects your moisture levels and keeps the moisture within your skin. If you think about a grape and a raisin, a grape is rounder and looks really soft and a raisin looks really dry and wrinkly! So we want you to look like a grape and not a raisin.

## Night Cream

Basically, nighttime is the time that your skin has to rejuvenate, renew its self and rebuild its reserves! What's also great is this has resveratrol plus **Japanese apricot which rebuilds the natural collagen within your skin so it reduces the look of fine lines and wrinkles.** If you're going to lay there and sleep you may as well get younger...right?!? 😊

**What makes this eye cream different from every other eye cream on the market is that it actually hydrates under your eyes for 12 hours so your skin doesn't get dry and look aged and it's super powdered!** Here's why...

It absorbs into your skin, gets rid of puffiness under your eyes, diminishes dark circles. Because the eye area lacks moisture it's great to get rid of fine lines and wrinkles too! It's fast absorbing it works immediately. It also has algae extract in it which is known for its powerful anti-aging properties.

One last product I'd like to share with you before we jump up to the sink is our Microdermabrasion-This is one of our incredible supplements. Supplements enhance your skin care program but do not replace your skin care system. It's just like your skin care system is like you outfit and your supplements are your earrings, your handbag, a great handbag or a pair of shoes. You can't go out with just your accessories...right 😊 (I mean you could....but I wouldn't recommend it)

**It is a two part system: A refining crystal system that removes 15 layers of microscopic dead skin to reveal more youthful and radiant skin** and you will be blown away with the results! This makes your skin look younger, your blackhead will disappear, acne scarring will dissolve and your makeup will stay on longer and look more perfect using this system because you are not putting makeup over dead skin cells.

You can get this treatment done at a spa, doctors or dermatologist for anywhere for \$100-\$400 a treatment.

We have the same ingredients you would receive at a dermatologist. It's **aluminum oxide crystals, which are super fine crystals** so if this is your pore, it's going to get deep in there and scoop everything out without cause the harsh irritation to your skin.

The first step is going to be the microdermabrasion refine we use this product in the shower because the steam helps to open your pores a little bit more and then it's super easy to rinse off. **You'll do this treatment ONLY twice a week.**

**The 2<sup>nd</sup> step is your pore minimizer. This will reduce the appearance of pores** and replace essential vitamins and nutrients to the skin. It is gentle enough that it can be used every day for someone that has larger pores use this morning and night.

Ask---If its ok with you what I would like to do is have you use some of your skin care products on half your face for you to really be able to see and feel the difference in the side you treat and the side you don't. Would that be okay with all of you?

**Ok let's GO to sink and get pampering.**

**Would it be ok with you if we Cleanse all the face and rest of products on 1/2 of your face so you can REALLY see and feel the difference of just how amazing these products area and what it is like to not use them on one side 😊 Awesome let's get started.**

**Cleanse entire and if you have makeup on just leave that part on...we can play with that if you'd like at a glamour appointment for you. (let hostess try sonic brush)**

**The Skinvigorate Sonic Cleaning Brush. This cleans skin 85% better than washing with your hands alone. It also comes with a Lifetime Warranty.**

**Step 2 Wet face at sink then Microderm for 1-2 minutes.**

**-then rinse**

**Dry with a paper towel**

**Do part 2 of microderm to replenish needed vitamins and nutrients**

**Do satin lips**

**The moisturize...remember today we are doing some of the extras but on a normal day you just cleansed, now you moisturize and then your eye cream...be sure to keep your moisturizer away from the eye**

**Then Satin Hands Treatment**

Okay, this is three-part system is one of Mary Kay's Signature products. It will leave your hands feeling soft for 24 hours and lasts thought multiple hand washings.

**Step 1: Hand softener**

This step hydrates the innermost layers of your skin and softens any dead skin cells on the hands.

**Step 2: Smoothie Scrub**

This is your exfoliation step. This exfoliates all the dead skin cells off and contains soap to deep clean your hands.

**Step 3: Hand Cream**

This shea butter hand cream hydrates for 24 hours and so your hands will not dry or crack. No more dry cuticles and dry skin! How do your hands feel?

**Back to table (optional apply a small amount eye cream to the right eye) Now pull your mirror out and hold mirror at arm length distance (with elbow straight) to see the difference in the two sides. Make sure they see how contoured the right side is and lifted....you'll see a larger fallen jawline on the left and possible smile lines. Make sure they see.**

**Now feel both sides.....So how does your skin feel? Can you feel a difference?**

### Foundation Primer

Primer **preps your face before you put on your makeup** so your foundation stays put! It gives your skin a **smooth, even canvas** to put the foundation onto so the foundation **doesn't settle into pores and fine lines**.

It basically **acts like velcro** to give something for your foundation to adhere to which means your **makeup stays in place longer**, so you look more radiant throughout the day. And you get added protection of SPF 15!

Does anyone in here get oily skin? You need this product! It also has **oil absorbing microspheres** so it controls shine all day!

### CC Cream

This is one of five types of foundations we carry. CC cream is your **complexion correcting cream!** It's like a **BB Cream or a tinted moisturizer with lighter coverage** if you just want to run out the door looking **flawless and energized**.

What's super awesome about this cream foundation **only comes in 5 shades**, and it spans across 7 skin pigments so you get the **perfect shade no matter if it's winter or summer**. It magically adjusts to your skin so go ahead and put that all over your skin!

What's nice about this is it has **buildable coverage** like all of our other foundations! So, if you apply one layer on and you want to look more flawless, let it dry and then you can apply a second layer. Or you can decide that today is a triple hot day so you can put 3 layers on! So it's all buildable until you achieve the perfect layer of **Barbie flawless skin!**

And we do have four other foundations with variety of different finishes: cream, powder, matte, or luminous.

At the end, during your 1 on 1 consultation with me, I'll be able to adjust to another foundation you like depending on the finish you prefer. We have incredible foundations that stay on 12 hours, make your skin firmer, younger and healthier and feel like you have nothing on your skin.

## Fabulous Game

**"So now who feels FABULOUS? Does anyone here like to win prizes? Is anyone here competitive?"**

Point to the competitive person and shout, "Okay for this next game, that is your competition!"

Okay, this is your chance to give your friends the gift of pampering! If you have anyone in your life who is FABULOUS and deserves a little pampering, you'll put their name and number on the sheet.

Circle text if we should text them and call if we should call them. There is a point system: Women over 25 count for 2 points and women 18-24 count for 1 point. They have to be 18 and older. You can also get 100 bonus points by checking the Facebook box at the bottom.

**There is a seriously awesome prize on the line so whoever has the most points at the end is crowned our winner and given an epic prize!**

So we're going to give you a few minutes to play! Alright on your mark, get set, GO!!!” *(Clean up mirrors and trays while they play.)*

PLAY MUSIC a little louder. Don't interrupt them while they play. They need total focus for 5 minutes. You can even give extra sheets if they fill out a full sheet. Alright times up! So total up your points! It's 2 points if they're over 25 or 1 point if they are 18-24. And if you check the Facebook box at the bottom that will give you a 100 bonus points! And our winner is: Sally!! Everyone lets hear it for Sally! Here's your gift Sally. Here is your crown to wear while you are here.

So for those of you who did not win, and you feel sadness in your heart, don't worry there is another chance to win!

**Deal or No Deal**

We're going to play Deal or No Deal.

That's how we roll in Mary Kay, we play games!

Ok! So I have passed out these little Deal or No Deal cards! Don't flip it over! That's cheating!

**Anyone ever watched the show Deal or No Deal on**

**TV?** This is our version of the game! So the way that the game works is: I'm Howie Mandel, except, I have hair! And you'll get the opportunity to say "Deal" or "No Deal" at the end, so here is the rules.

**There are the 3 types of parties that you can come back for and they are FREE to attend!**

The first party is a **Super Model Makeup lesson**. We teach you how to look like a super model **with three eye shadows, eyeliner, mascara that gives you 84% longer lashes, cheek color that makes your cheek bones stand out and we find you a lipstick that's the perfect shade for you**. We even do a before and after photo for you so you can go from regular human to super model.

The second party is a **Smokey Eye Workshop**. We teach you how to do a **smokey eye without looking like you have a black eye**.

And the last party you can pick from is the **Tuck Me Into Bed Pajama Party**. At this relaxing party in your pajamas, you will be pampered with:

**Charcoal mask to remove impurities**

## **Satin Lips and Satin hands**

### **Eye Gel that removes puffiness under eyes**

**A moisture mask to rebuild the moisture in your skin and make you look more youthful and radiant.**

### **Body lotions that hydrate for 24 hours**

You don't leave the party looking "HOT" exactly, but you leave feeling relaxed and rejuvenated and you wake up looking YOUNG and HOT.

The way the game works, is you **say DEAL if you want to come back, you want to pick a party, you want to invite friends and you want to win the prize on your Deal Card.**

**And you say NODEAL if you don't want to come back, you don't want pick a second appointment and YOU HATE winning prizes. HA!**

Write your prize at the top of your profile card and then write the party you are interested in and we will set the date when I sit with you one on one!

You also have the option to upgrade your prize to something better if you plan to come back in 30 days with any three people. **You can give me back what you won and instead get \$80 of whatever you want tonight for only \$40 if you set a date to come back in the next 30 days.**

I'll go over details when we sit together one on one.

(You may incorporate some information of your National or top people you know until you have your own facts to share.) (See Pam's accolades for trips, cars, diamonds, and millions earned at [www.pamelahiggsnsd.com](http://www.pamelahiggsnsd.com)). Next if you would flip your profile card over and number 1-4 anywhere. I am going to ask you some yes or no questions, just for personal reference.

Ask: Is there anyone here that does not work outside the home? (If anyone does not, say "Oh, you're a Domestic Diva!").

Working Women:

1. Are you paid what you are worth?
2. Do you have all the flexibility you desire?
3. Are you currently in your dream job? Is this what you want to do for the rest of your life?
4. Can you promote yourself? Can you give yourself a \$10,000 raise. Make yourself president....without being on the next America's Most Wanted 😊
5. ? Do you have iron clad job security? Can you NOT be fired

Cracker Jack Questions: Stay at Home Moms:

1. Do you have all the cash you need or want?
2. Do you receive all the recognition you deserve and desire?
3. Do you want something more? Something of your own? flexibility?
4. Does your husband have ironclad job security?
5. If you woke up tomorrow and were single, could you continue to provide for your children all that you wish for them?

If you answered no to any of those, I would love to share some information with you over a cup of coffee to share the details so you can make an intelligent decision and know what you are saying yes or no to!



Sound good?!?

Fill out ponder pink sheets. Name and # is section one

Section 2 is A describes your personality the most and B is the second most

Section 3 complete

**Optional—usually at 2<sup>nd</sup> appt Under Eye Corrector**

Does anyone in here ever get dark circles under your eyes? Wait for this magic product! This under eye corrector **using peach undertones**, which is the **industry standard blues from dark circles** .

Put this under one eye, with your ring finger, and not the other and take a look at the massive difference. You can even put two layers if you like more coverage.

TIP : You never want to pull or tug on your eyes because it's just a very delicate area on your skin.

**2<sup>nd</sup> appt-Translucent Powder**

Next is translucent powder. Take the cotton ball in the big oval and apply the translucent powder all over your face, in a dotting motion.

This powder is magical because it's a setting powder so it helps do four things:

Anyone have oily skin? **Oil Absorbing Microspheres** help **control shine** so no more oily skin.

Anyone's makeup look not as fresh when you are done with your work shift? This **sets your foundation** in place all day so you look flawless by the end of your work day.

Anyone want to look younger? This also **has light reflecting pigments** so light bounces off of it, so wrinkles are less pronounced and you look younger while wearing it.

Anyone ever hugged someone and your makeup ends up on their collar? This **prevents makeup from rubbing off on people's collars** when you hug them.

**So industry standard is to mill a powder 3x's, ours is milled 6x's, so the powder is super fine!** So it will lightly canvas your skin and it's not going to sink into any fine lines and wrinkles! It's our magic final step we recommend for everyone

**Okay, at the end of every Mary Kay party you get TWO options!**

Option 1: Join Mary Kay and save 50% off

So look at your sheet and you will see across the top that this says Start Something Beautiful! This is the BEST DEAL OF ALL!

This is for you or someone you know that would like to make a little side cash or maybe a six figure income. The choice is yours. Nice thing is that it's only \$100 to start a Mary Kay business.

For \$100, you get everything that is shown on this sheet here!

It's literally **\$392 worth of items** if you were to buy it from me today, but by joining Mary Kay, you get it all for **just \$100!** This is a great way for you to be a smart shopper and be a part of our tribe, or both and create an empire.

In the kit, you'll receive **full size products**. You get all that is pictured here. 😊 This is everything you need to demonstrate your basic facials, nothing to sell. Having products on hand is a personal choice and really a no brainer because the company offers us a 90% money back

guarantee making it a risk free business **We are one of the top teams in the entire nation, so you are joining the BEST.**

So you make money on the go. **Money doesn't buy happiness, but it does buy choices** and if you've been praying for a way to make extra money and to be surrounded by **positive, uplifting women** who love you and want the best for you, that's what you get with Mary Kay. We call ourselves **the "Drama Free Sorority."**

When you join our team, we are a top team in the nation so you get access to our **incredible training and sisterhood** of over **1,000 women** who want to support and help you! And most women don't have a team of supportive women in life, and we all need to be **part of community**. We celebrate the amazing moment in life together and cheer each other up during the tough times. They say you become like the 5 people you spend the most time with, so if those 5 people don't lift you up, you need more Mary Kay women who bring happiness in your life.

## **OPTION 2: Take Home Products**

Okay, I'm going to go over this sheet with you and explain each set to you. I gave you all a **DRY-ERASE Marker** so you can write on this laminated sheet as we go. Put a star next to everything you would take home if money were no object.

Hand a bag to each guest that is customized for her skin type. I put Pink Tulle on Normal to dry bags, Purple on Combo Oily and Red on Repair. Some consultants label with their name. There are cute leopard tags in the new consultant section @ [www.pamleahiggssnd.com](http://www.pamleahiggssnd.com) Under additional copies to make.

**SMILE AND SAY:**

Now I get to share with you how they can take what you love tonight and take it home with you tonight. Just as a reminder we do check, cash, credit card, paypal or venmo (or whatever cash apps you have) .

If you have enough product and money available on your card to replace you can share. E also do payment plan 😊 We can it husband, boyfriend, or fiancé awareness plan 😊 Really what I mean is I want you to go home with exactly why you want and need tonight and I don't want money to be a reason you don't give your skin and yourself your very best! At your private session (in the living room) I can help you to decide on the perfect sets and even make changes to a set so you get the perfect products you absolutely love and **work with you to get you the best deal tonight!**

## **CLOSING WITH THE PLACEMAT**

**Letter A: Is your basic skin care. Cleanser and moisturizer.** This is our Timewise Anti-Aging Cleanser and Moisturizer that you used today. Put a 1 on the box. This is just like wearing deodorant and brushing your teeth.....smile....we hope everyone does that...right?!?

**Letter B: This is your Miracle Set that is clinically proven to make your skin look younger and is the BEST SKIN CARE for women 20-40 (ish)** Letter B adds in your anti-aging night repair cream and anti-aging eye cream. It **rebuilds collagen** so your skin stays firmer and more youthful. Put a 2 on the box

And **RIGHT NOW** we are giving you special pricing that you get only while you are with us! Normally, these bottles are \$124 when you buy them separately, when you buy them together, you get the whole enchilada for the special price. If you don't start anywhere else (touch your hand on the pocket) this is the place to start because it will begin you on a journey of great skin

**Letter C:** Skin if there are no repair customers skip. If you have Volu-firm Repair Set is for ladies over 50 who have advanced or onset deep wrinkles. I have a before and after photo that I can pass around right now so you can see the dramatic difference. Put a 4 next to it

**Letter D:** This is our Microdermabrasion Set. This system deep cleans the dead skin cells off using aluminum oxide crystals and you only need to use this twice a week. Put a 1 next to it

**Letter E:** This includes the Foundation Primer that we applied on your skin before we did your foundation which extends the wear of your foundation, the CC Cream Foundation we used today to give you that flawless glow makeup and your make up brush. Put a one on the box

**Letter F:** This is our Dash Out the Door set. It's how to do your makeup in a minute and a half. Put a 1 next to it if you are the type of person that is always in a rush, but wants to be able to throw on makeup in a flash or in the car, this is YOUR set! Lashes that look VA VOOM will give you 4 times the volume, safe for contact users and is ophthalmologist tested and approved. It also comes with our cream eye shadows which are waterproof and never crease and you can apply them with your finger in a rush. Nurses love these because they last for 12 hours.

And our award-winning Vitamin E hydration lip gloss. It's better than any chapstick or lip balm for preventing dry lips.

**Letter G:** This is our Satin Hands and Satin Lips set. If you struggle with dry cuticles or dry cracked hands, this set hydrates your hands for a full 24 hours and lasts through multiple hand washings. The satin lips hydrates for 12 hours so your lips will feel and look fabulous. Put a 1 next to it

**Letter H:** This is our Skin Vigorate Sonic Brush. You will LOVE this! Put a 2 next to it. This includes your serum exchangeable head as well

**Letter I:** *This is our Finishing Set that includes three products:*

translucent finishing powder (sets makeup and controls shine)

under eye corrector (that got rid of your dark circles)

Concealer that gets rid of dark spots, red spots and contours your face so you look flawless and younger.

I is a great compliment set to your foundation set. They work together like a family

If you were going to buy the miracle set roll up it would cost you 1000-1200 dollars at Estee Lauder counter, at the Clinique Counter \$7-\$800 and the Repair would be about \$1600. This bag is valued over \$500.

This bag is AMAZZING it hangs great on the back of a bathroom door, or if you're like me you can put it under your sink out of site. The pockets are removeable so you can work out individually. You can selected any 8 points for \$399, 6 sets for \$299 I will work with each of you individually in the living room/dining room to help you with your selections and fun follow up for your beauty experience check up from the neck up.

**DRY ERASE MARKER:** Now you can take your marker and circle the items you'd like to get started with or you have questions about that I can answer when we sit together one on one.

Does anyone have any questions? Does anyone have to leave first? Ok great, I will start with you

\_\_\_\_\_. Just finish gathering your papers and bring your roll up bag with you and come in to the (living room/dining room?)

**I will turn the music up and we will come around and chat with each of you one on one.**

*One on One Consultation:*

*Sit down and give a sincere compliment about her skin.*

*Did you have fun?*

*How does your skin feel?*

What were you thinking about taking home with you tonight? (wait for response)

What kind of second appointment were you thinking about? Super Model, Smokey Eyes, or Put me to Bed Spa experience?

Pick a date and time. Is there anyone else that is not on your Fabulous sheet that you would like to invite? Would you like to take a picture so you remember who we invited?

Look at her Ponder Pink sheet to see her personality and what she said about signing or hearing more. Regardless if she said she wanted to hear more ask her:

**\_\_\_\_\_ in your wildest imagination would you ever consider a career with Mary Kay? (wait for her response) Regardless of what she says say Great I'd really value your opinion. I would love to chat with you! We could either do it over the phone or I could treat you to a cup of coffee in person....what is good for you \_\_\_\_\_ or \_\_\_\_\_? Give her options in tomorrow or the next day.**

**If she is said she might consider.... you can "HOLD" her sale (don't process it) and schedule coffee with her. Share with her "I tell you what \_\_\_\_\_ why don't you get what you want today and if this is something that you decide to give a try you will be able to get your products at cost from the company. If she is seriously considering GET HER ORDER and send her HOME with her products so she can BE EXCITED!! If she signs up on the spot you do the same thing with her! You want her ON THE PRODUCT so she is telling everyone about it and they are noticing and commenting on how great her skin is! Just hold her purchase for the full amount..have her sign and let her know she will be able to replace the products to you on her first order.**

Look at what letters she put her A and B on.....This is a DISC system

Sign or Book for a Career Chat D – Compliment her being a leader-Can sign on the spot...Quick Decision ii. I – talk to her about the fun she'll have-Same as D iii. S – talk to her about the security and how this will work around her family-May need layering iv. C – talk about detail and facts-Same as S (Your D and I will move faster than S or C) Important info: Schedule her for 24-49 hours (max 72) for a career chat. DO NOT give a recording or video to them until the day of the appointment with her. I send her a test: Hi Beautiful \_\_\_\_\_! I am super excited to chat with you today at 3 pm! Here is the video I shared with you that I would send. (send whichever one you decide with your director-several are listed on our area website) Please watch/listen to it before we chat. Talk soon! Pink Hugs, Pam Remember nothing is more powerful than Face to Face (you can always face time if you can't do face to face) I realize this is not always possible.... but book her either way to hear more 😊😊 People will sign on the spot so Have agreements or iPad at the end of the PARTY! And, any interest in making extra money? You'd be great at something like Mary Kay.

Videos are posted under Team Building under area resources on [www.pamelahiggnsnd.com](http://www.pamelahiggnsnd.com). I recommend you save them to your notes in your phone so you always have them. Pic one that suits her personality best and have her listen before you talk. Your director will be happy to help whenever possible as well.

Questions to ask: \_\_\_\_\_ if you like what you hear is this something you can decide on your own or would you need the help of your significant other (even if she's single she has someone)  
If you think she is financially challenged....Ask, \_\_\_\_\_ it costs \$100 to start a MK business, if you like what you hear a decide you want to join would the \$100 be a concern?

PRIZES NEEDED: Bring 2- 3 cute wrapped gifts (base it on your # of guests)

**END.....**

**OPTIONAL HOSTESS PLAN:** If you do plan to come back in the next 30 days and bring 3 friends (same as today or new friends), you get \$80 worth of Mary Kay for only \$40 today. Only caveat is that if you don't come back and bring 3 friends, you just owe that \$40 back to me on the day of your party. Do you want to use that for today?

*If they don't come back, you'll just run their card for the \$40 or have them write an additional check for \$40 you can cash if they don't come back.*

*This system will guarantee that 90% of your second parties actually hold.*

*You give away a little up front to get a great follow up party and meet more people, get more sales and get more referrals.*

*All in all, \$80 for \$40 makes you more money in the long run if you are okay with giving up some sales at the first party.*

**This information is reference for when you use these Skin Care sets. Not to be shared at a regular scc**

Our Botanicals Effects System for \$54 and **this is intended for younger skin that is not concerned about anti-aging**. It comes with a Cleansing Gel, Moisturizing Gel and Refreshing Toner. You can also add the Masking Scrub for only \$18. We recommend this line for **teenagers that want to begin learning the benefits of a healthy skin care routine**. And this system lasts 6 months! This has dragon fruit extract which is an antioxidant to help fight skin-damaging free radicals (a.k.a. bad guys that can make your skin look older way before its time).

Our **Clear Proof Acne System that guarantees less acne in 7 days or your money back!** I recommend this set for anyone with oily skin and acne. The Clear Proof Acne System includes U.S. dermatologists two favorite products for treating acne — **salicylic acid and benzoyl peroxide**. In a 3 week clinical study we did, 84% of people who used this product had clearer skin and 77% of people said that it cleared up acne better than what they were currently using. Great for guys, girls and anyone with facial or back acne

Our **Charcoal Mask and Pore Minimizer**. I highly recommend this set **for anyone who struggles with blackheads, big pores and excess oil production**. This charcoal mask contains **activated charcoal** which known to **absorb up to double its weight in impurities**. It unclog pores and removes blackheads, taking skin beyond everyday clean. As a result, your **complexion looks clearer and healthier**, and **pores appear minimized**. It also has **clays that control excess shine**. And it has **navy bean extract** which **evens your skin tone out** so you are more comfortable in your natural skin. Then you apply the **pore minimizer to tighten the collagen around your pores**, so less toxins and dirt land in your pores. This set will make your skin look more clear, soft and oil free.

**1/2 Brush Set:** Another special deal you get today is our Incredible Brushes which I will pass out now so you can feel them! Normally these are \$55 and you get them as a gift today for half price!! An excellent gift to give a friend!

**These brushes are masterfully crafted with feather-soft synthetic bristles.** Synthetic bristles are better for makeup application because of their versatility and durability. They can pick up the perfect amount of powder and also glide on liquid and cream and their flexibility allows

them to hug every contour to blend beautifully. And they are tested to our highest standards. From handle to tip, we ensure consistently dependable construction that will exceed your expectations with a 100% money back guarantee. A set of makeup brushes at the store normally run more than \$100. **You get these makeup brushes for only \$27.50!** Definitely take these home today with our half price special for your group!