

Table Open:

First I want to thank _____ (the hostess) for having us over today. Because _____ is our hostess she received a personal makeover session with me today! Doesn't she look great?! She is also going to get up to \$100 Free Products! I offer Free Products to all of my hostesses, and I would be happy to share with you how you can get free products at your own Makeover! _____ (the hostess) will get this special gift on the table when at least 2 of you schedule your personal makeovers to be shared with at least two of your girlfriends!! :) So, before we get started let's just go around the table and say your name, what you do/ or what you like to do for fun, and what do you love about _____ (the hostess), this way I get to know you a little bit better! [You can pick who you want to start, but have them go around the table and introduce themselves until it get backs to you. This softens the mood because they may have been thinking great another party where I have to buy something, now you shifted their minds to why they came in the first place which was because they love the hostess, plus you get more incite about them for a team building standpoint, and now everyone is more relaxed. Nobody cares how much you know until they know how much you care.]

Great, well my name is _____ and I am a Mary Kay Beauty Consultant, what I love about _____ (the hostess) is that she _____ (Be genuine and give a real compliment for ex. I love Jinny because she is always so organized and top of everything, and such a woman of her word, which are two qualities that I truly admire!!) So now since I got to know a little bit about each of you, I am going to just share a little about me and why I decided to Mary Kay, and then tell you a little bit about Mary Kay the Company and the Products, so you know a little about that too! [Here is where you share your Passionate Heart Felt I-Story it should be about 2 minutes or less]. I am looking for Sharp, Confident women who want more to be more and to have more for their lives. If this is you, I want you to just watch what I do tonight, because Mary Kay Ash always said when there is at least 3 women gathered around a table just like this at least one of them is a Mary Kay Beauty Consultant. I don't know which one of you it might be, but I want you to just check out what I do tonight because it might be something you're interested in doing too!

Anytime you hear me say PMS tonight, it doesn't stand for what you are thinking it actually stands for your personalized makeover session! Just like _____ (hostess) you are going to get the opportunity to have a personalized makeover with me where I design a look based on your features and teach you how to get it! So anytime you hear me say PMS you are going to yell Queen!! B/c at your PMS appointment you will be treated like a Queen, so Since _____ (hostess) is our Queen tonight she gets to where this special crown for the night!! So if I say PMS, you say _____ (have them say Queen)! Great, so whoever is the first person who says queen you are going to pass this gift to them (little gift cutely wrapped), I am going to start this at _____ (hostess) b/c she is our queen for the night. Does this make sense? Great! You will also get a tickets tonight for a Gift Raffle we will do at the end. The way this works is you will get tickets just for participation, any time you answer a question, or ask a question you will get a ticket!! I will also give you some other opportunities throughout the night to Earn More Tickets!!

Mary Kay History:

Flip to page 2 in your beauty book. Here you will see a Picture of Mary Kay Ash, she was a real woman, and she founded the Company 53 years ago on the Principles of the Golden Rule. She wanted an opportunity for women to be able to put their Faith First, Family second, and Career third, but still be able to make a six figure income doing it, and today we have more women in our company earning a Six Figure Income than any other company in the world! As a Mary Kay Beauty Consultant, I am a business owner. So when you purchase from me, you are helping to Support the dreams of me and my family!

If you flip to page 3 in your beauty book it says making a difference! Mary Kay emphasized the importance of giving back to others. That's why Mary Kay is changing lives of women and children around the world every day. Mary Kay started a Mary Kay Ash Foundation and their two main causes is fighting domestic violence and women's cancers. I love this because I think almost everyone can relate. Plus this Charity literally gives 99 cents to every dollar directly to those two causes! Mary Kay also has a Pink Doing Green Campaign, and Corporate Recycling Program. You can actually return the plastic casing from your eye shadows and cheek colors back to me as your Beauty Consultant, and I will recycle them for you!

We are currently in 35 Markets worldwide, with more than 3.5 million Mary Kay Independent Beauty Consultants, and the #5 Global Skin Care Brand!

Now flip to page 4& 5 this points out that we have skin care for all different age ranges and types! And all of our Products in Mary Kay are hypoallergenic, and non-comedogenic, so they won't clog your pores. Plus all of our products are baked with a 100% Satisfaction Guarantee, and this is backed by the Company, so it also won't hurt me as your beauty consultant.

Now I am going to point out some of our different skin care lines, so turn to page 6&7, on page 7 you will see our Clear proof Acne line. This is a great line for anyone you may know who is suffering from really severe acne. Up at the top right you will see a picture of our botanical line, which is great for women with a lot of skin allergies or sensitivities, or that maybe aren't ready for anti-aging yet. It is also part of our Pink Doing Green Campaign and is made out of a reduced plastic packaging, and even uses soy ink. Now, turn to Page 8 this points our Timewise Repair line. This line is one of my favorites, it's originally designed for women with deep lines and wrinkles, and who have advanced signs of aging, with that said I use this line and I am still in my 20's!! So what age do you think you should start using an anti-aging line? (have them guess, and give ticket to the closest guess) Actually, they say age 20!! Because most of the damage is done in your late teens and early 20s and our Collagen production slows down in our early 20s and we stop producing most of our collagen by our late 20s, which is that elastin in the skin! Isn't that Scary!! Yeah, so the sooner you start preventing the aging the better!! So I love this Timewise Repair Line because it has Retinol in it and is a higher Echelon anti-aging line! So at your PMS, you can try this line!!

Today we are going to try our Miracle Set, so Turn Back to Page 6 in your Beauty Book, so this is our Most Popular Anti-aging line. So the Miracle Set along with all the other Skin Care Lines we have all do five Basic things. What do you think the 5 Basic steps to a healthy skin care regimen are? (Make them guess, and give tickets for each guess that's correct. If they say I'm not sure say, well what do you daily?)

Great, so the 5 Basics steps are cleansing, exfoliating, toning, moisturizing, and protecting, and you also get 6 additional benefits from this line you get reducing fine lines and wrinkles, smoothing, firming, softening, energizing, and re-building, and it's actually one of the fewer lines on the market that you will get all the 11 age defying benefits from!

So with that said that's what we are going to jump right in!