

Virtual Facial / Party Script

Updated 2/2026

Skin Reset Sesh – with Pampering Packet

Pampering Pack =

- skincare samples (TW, MK, CP or VF, Eye cream, Charcoal mask or Hydrating mask, Microdermabrasion (if using mk set- they'll use exfoliating scrub)
- flyer – You + 3 = Shopping Spree
- Closing sheet – Build a Bag, Save a Bundle
- Opportunity flyer

SLIDE 1 – have displayed as people enter on zoom

SLIDE 2 -

- **Welcome!**
- My name is _____ and I appreciate you being here to be pampered today.
- Ask each person:
 - Tell me a little about yourself- job, kids, married, hobbies...etc
 - What would you most like to learn about today?
 - What are you currently using to take care of your skin?

SLIDE 3

Explain Set-Up Quickly-

- Before we get started, make sure you have the following items:
 - Your packet of goodies (if not that's ok, you can still follow along)
 - Headband or hair tie
 - Bowl of water or access to a sink
 - Washcloth & towel
 - Charged phone, computer, or Ipad

SLIDE 4

Plan for our sesh will be daily skin care, masking, exfoliation, hydrating treatments and a few of my favorite products that you don't have in your pack of goodies.
You'll have a chance to shop & win some prizes!

SLIDE 5

Did you know Mary Kay has been rated the #1 Direct Selling brand of skincare & cosmetics in the world for 4 years!

SLIDE 6

Here are 2 of my absolute favorites & have been rated #1 products over and over again.
(Demonstrate these by removing your eye makeup & face makeup as you explain)

OFEMR to gently remove eye makeup and cleans your lashes.

- Cleanses waterproof and non-waterproof mascara.
- Approved for sensitive skin and safe for contact wearers
- Show the 2 layers of liquid, shake to activate
- Conditions & disinfects your lashes

Micellar Water

- Removes dirt & grime
- Gentle with no rinsing required
- No sticky residue
- Great to use as a double cleanser or after gym, camping
 - I love to use before my regular cleanser as it really helps breakdown the makeup, sweat, and grime. Even if you don't wear makeup, you still have environmental elements on your skin.

SLIDE 7

Mary Kay has 6 skin care lines

- they are interchangeable to ensure you get a one of kind customization!
- If what you are using today is not the right fit for you, let's talk and get a better match for you

The 5 lines include:

SLIDE 8

Volu-Firm Repair Set – for advance signs of aging)

(may hold up products that are in set if anyone is using)

- Foaming Cleanser
- Lifting Serum
- Daytime Cream
- Night Treatment with Retinol
- Renewal Eye Cream

SLIDE 9

TimeWise Miracle Set – for early to moderate aging

2 formulas: Normal/Dry, Combination/Oily

- Cleanser
- Daytime Defender
- Nighttime Recovery
- Antioxidant Moisturizer

SLIDE 10

Clear Proof Set – moderate to severe acne

- Gel Cleanser
- Moisturizer
- Toner
- Acne Treatment Gel

SLIDE 11

Mary Kay Set

2 formulas: Hydrating (normal-dry), Mattifying (combination-oily)

- Cleanser
- Balancing Toner
- Moisturizer
- Exfoliating Scrub

SLIDE 12. – Step 2 on your brochure, you'll find the samples

CLEANSER

VF Cleanser - creamy and foams to a lather

- Reduction of deep lines & wrinkles
- Lifted contours around the eyes, mouth jawline and cheekbones
- More even skin tone

TW Cleanser - This 4 in 1 Cleanser contains the 3D complex.

Which means this cleanser- cleans, refreshes, exfoliates and brightens. The patented 3D Complex is easiest to remember it's the ABC's SkinCare – Antioxidants, Brightening, Collagen

1. Antioxidants is provided by **Encapsulated resveratrol**
2. Brightening is **Vit B3 – a brightening superpower**
3. Collagen – it has an **age-defying peptide** which supports your skin's natural collagen and elastin

MK Cleanser- creamy and foams to a lather

- Refreshes & cleans impurities, dirt, debris, and grime

CP Cleanser- gel cleanser

- Contains 2% salicylic acid
- Deep cleans to penetrate and clear pores

How does your face feel?

SLIDE 13

Charcoal Mask – apply all over avoiding eye area

- A triple action activated charcoal that acts like a magnet to deep clean pores
- Minimizes the appearance of pores, reduces shine
- Honeysuckle & Navy Bean Extract target the appearance of skin discoloration
- Helps remove bacteria and toxins that clog pores and can cause breakouts.
- Extract of Rosemary and Peppermint deliver a fresh scent
- Holds double its weight in removing all the yucks
- Use 2-3x week
- Can use all over or just in areas you need it

SLIDE 14

Hydrating Cream Mask

- Hydrates for up to 12 hours
- A No-Rinse Mask
- Contains Hyaluronic Acid to lock in moisture
- May use at night or in am for a glowy look

SLIDE 15

Hydrogel Eye Patches – apply under each eye

Perks up tired, puffy eyes

- Reduces dark circles
- Helps fine lines & decreases collagen breakdown
- Use for 20 mins daily or as often as you like

As we sit and wait on the mask to dry, I would like to tell you some of my favorite things about Mary Kay, the company that you may not know.

SLIDE 16

1. **The Mary Kay Ash Foundation** is an incredible foundation that donates millions of \$ to end human trafficking, cancer research for women & children, and domestic violence shelters.
2. **We have 100% Satisfaction Guarantee** – which means you can return/exchange within the year of purchase for any reason!
3. **Over 62 years ago**, our founder, Mary Kay Ash, had the philosophy of God 1st, Family 2nd, Career 3rd and will follow that to this day!
4. We follow **European standards** which ban over 2500 ingredients, whereas US only bans approx. 800
5. We are all about **opportunity and empowerment** of women!

SLIDE 17

While your mask is drying, let's play a game- The Gift of Giving!

1. On your brochure, you see Step 3, you'll need a pen
2. Think of all the people you know – friends, hairdresser, dentist, nurse, grandma, mom, sister- anyone that works hard, gives to others before themselves or who are a lot of fun or just needs pampering. Referring your friends & family to me is one the best ways you can complement me! So, thank you in advance.
3. Plus, they will get a \$10 gift certificate in your honor!
4. Ok, now using your cell phone, write down all their names & #'s. You get a few mins to write down and remember they can live all over the country!
5. Take a picture or screenshot these names and #s and send to (your cell #)
6. When done and your screenshot is back to me...
I am going to send you a GIFT! *(I usually give a gift certificate, or they can have discount off their purchase)*

We have just a few more minutes for the mask to dry. I would like to tell you a little about me and how I got started doing this.

SLIDE 18

Tell a quick summary of your family & "I-story"

I am married with 2 grown kids and 1 grandbaby. I was a full-time nurse but have been using MK products since I was 16. I wanted more life /work balance so I joined Mary Kay which has helped me with personal growth, financially, lots of friendships, and most of all the flexibility.

Go Ahead and remove your eye patches.

- If using the charcoal mask, take a warm wash cloth and lay on your face for about 10 seconds, then start removing the mask.
- If using the hydrating cream mask, all you need to do is rub in the excess mask into your skin.

SLIDE 19

Microdermabrasion Plus Set –apply to back of right hand

- This is a physical exfoliant. There are 4 steps to a good skincare regimen: cleansing, moisturizing, masking, and exfoliating.
- It is a myth that you can make your pores smaller. However, when you have things that clog your pores- dead skin cells, bacteria, toxins, all the yucks...your pores stretch. By masking and exfoliating, you are removing the "yucks" so your pores can shrink back to their normal size.

Step 1 : Refine – Apply to your hand and remove with wash cloth.

- The advanced exfoliator has **polishing crystals** that remove dead and dry skin cells to reveal healthy-looking skin

Provides even skin tone, brightens, cleans out pores and

- Use 2-3x a week

Step 2: Pore Minimizer – Apply on top and rub in

- This lightweight serum, calms and soothes skin, tightening the look of pores
- Works immediately to reduce their appearance and results get better with time.
- Compare the backs of each hand, the one with mircoD is much brighter!

IF USING MK SET:

MK Exfoliating Scrub - apply to back of hand, wipe off with wash cloth

- Gently exfoliates that can be used daily or use twice a week
- Deep cleans and removes dead skin cells

- Unclogs pores

SLIDE 20

If using Repair set or additional product for TimeWise users

Lifting Serum – apply to neck, jawline, cheeks

An incredible product that

- Firms & lifts the Triangle of Youth area
- Tightens the appearance of sagging skin
- Boosts moisture

SLIDE 21

Another favorite product of mine is the

Vitamin C + E Serum

- Pure vitamin C – assist skin's natural repair process so if you have dark spots, sun damage, etc...this is the product to get
- Supports collagen production
- Helps reduce fine lines & wrinkles

SLIDE 22

Your next step –

If using MK set –

Balancing Toner - apply Toner with cotton ball all over face and neck avoiding eye area

- Helps restore balance of pH levels
- Antioxidant properties
- Doesn't leave a residue
- Use morning and night after cleanser

If using TimeWise Miracle set-

Nighttime Recovery – apply all over avoid eye area

- This is like the Night time “corrector”
- Rebuilds your skin's reserves by assisting in cell turnover
- Soothes & calms while you sleep
- Nutribeads are a blend of vitamins & resveratrol and burst when dispensed

Daytime Defender –

- use in the morning after your moisturizer in replace of the nighttime corrector
- think of it as your daytime “protector”
- Contains spf 30
- Improves the look of uneven skin tone, reduces fine lines

CP Toner

- Contains 2% salicylic acid

- Removes excess oil
- Helps to exfoliate dead surface skin cells

SLIDE 23

Next Step is your **moisturizer**! Lack of moisture is the #1 cause of wrinkles!

If using Repair set –

Nighttime Treatment with Retinal

- Airless pump so ingredients are never exposed to air or light
- Renews skin with volu-firm complex (tightens & firms)
- Accelerates cell turnover
- Triples skin's hydration
- Encapsulated retinal that's a controlled release to minimize irritation

Day Cream

- Airless pump so ingredients are never exposed to air or light
- SPF 30 to protect against UVA/UVB rays
- Reduces appearance of deep lines & wrinkles
- Supports skin's natural collagen for firmer, tighter skin
- Increases moisture for up to 12 hours

If using Miracle set-

TimeWise Antioxidant Moisturizer

- Hydrates up to 12 hours, use morning & night
- Protects against free radicals that damage our skin
- Lightweight & absorbs easily
- Comes in N/D & C/O formulas
- Reduces fine lines & wrinkles

If using Mary Kay set-

MK Moisturizer

- Lightweight so not heavy feeling
- Adds hydration without adding oil

If using Clear Proof set-

Acne Treatment Gel

- 5% Benzoyl Peroxide
- Does not dry skin out or cause peeling skin surrounding pimple
- May use on the pimple itself as a spot treatment

CP Moisturizer

- Oil free
- Lightweight, quick absorbing
- Soothes irritated skin

SLIDE 24

Last step! Eye Cream

The skin around your eyes is the most delicate on the body and loses moisture the fastest. We have 3 different eye creams that you can choose depending on what fits your needs.

Apply underneath each eye, all around, and on lid.

TimeWise Eye Cream – (one in packet)

- Hydrates, brightens, and firms
- Reduces pigment that contributes to dark circles
- Absorbs quickly
- Apply morning and night

Repair Renewal Cream

- Targets deep lines, sagging eye area, under-eye puffiness, and dark circles
- Immediately doubles hydration and increases moisture for 12 hours
- Customized applicator tip designed to stimulate microcirculation and reduce puffiness

Firming Eye Cream

- Great for starting to use eye cream
- Hydrates without a lot of moisture
- Keeps eye area firm and wrinkles at bay

Let's review the steps of each set (only do the sets that are being used)

SLIDE 25

TimeWise Miracle set

SLIDE 26

Volu-Firm Repair set

SLIDE 27

Mary Kay set

SLIDE 28

Clear Proof set

SLIDE 29

1. You are entitled to a 2nd appt with me where we can do another session that focuses additional skincare serums, just nighttime routine, hydrosession, or a quick am routine w/ 5 minute makeup look!
2. Plus...you can do this with 3 of your friends and get a shopping spree! (go over your hostess plan)
3. On your brochure, where your names & #'s of your friends are...write –
 - a. ME – if you'd like your 2nd appt to just be you. Or write
 - b. FREE – if you'd like to have a shopping spree with you + 3

SLIDE 30

Who LOVES to shop? I know I do!!! AND who LIKES a deal?

You're not obligated to purchase anything, BUT if you DO want anything I have some deals that I offer you as a "thank you" since you took the time to be here with me today. These deals are for today only & you can't find them online. Please know I so appreciate your support of my small business so this is my way to say THANK YOU!

Explain CLOSING SHEET

Build Your Bag & Save by picking a Bundle!

Up at the top in pink, you have the skincare sets -

VF- Volu-Firm set

TW- Miracle set

MK - Mary Kay set

CP - Clear Proof

and if these sets aren't in your budget...you can start very basic with a cleanser & moisturizer.

Depending on which Set Bundle you choose, you get items ½ off

SLIDE 31

Before we get to the BEST part, which is shopping...

I want to tell you a little about how you can NOT only SAVE the MOST but also earn money!

Who likes a paycheck?

There are 6 Qualities that make a successful consultant, I as tell you, think if one or more fits you...

1. Busy – with little time you have, you are going to make the most of your time
2. Money – if you need \$200 a week or \$2000 month, we have found that women are going to be more driven and successful by doing a side hustle.

3. Not the sales type – women love to buy but hate to be sold to. Our business is more about relationships, not being a salesperson.
4. Don't know a lot of people – we teach you to find women without begging your family and friends
5. Sleeping Giant – maybe you are introverted, want something more, maybe it's more confidence, friendships or something fun to do. These women blossom with this opportunity
6. Family Oriented – that is somebody who will use their family as a reason to succeed.

The benefits of using this pathway to earn \$\$

- You can do it your way – whether completely from home virtually, or face to face, or a little of both. It all works and it just fits in your life.
- You save on your products and earn a little or earn a lot. We earn 30%-50% profit.
- No inventory is required.
- There are no monthly quotas to meet and we have no territories. You can get customers all over the US.
- There's as much as support and training as you want to assist you where you want to go.
- We have business tools to use so like a personal ecommerce website and more so you are in business for yourself but not by yourself. It's women helping women.

These Bundle prices are only good for 24 hours though! I am going to call each of you after this zoom and we can discuss individually. I want to know each of your thoughts on the products you tried tonight. 😊

SLIDE 32

1. I want to thank you for joining me and hope you had a great time! I so enjoyed my time with you.
2. If a party, say: Please stay by your phone as I will be calling you in just a few so stay by your phone and don't forget to screenshot your brochure to win another prize!

***When you call people after zoom; (Individual Close)

INDIVIDUAL CLOSE

- Hi, (___), Did you have a good time? This is the fun part because you get to shop!
- “What was your most favorite product you tried?”
- “What else did you really love?”
- “Let's make a list of everything you loved and then we can see what options you have, and we will have it all written down like a wishlist.

- “I’ll go ahead and see what the total of everything you loved is and then you can do whatever you want.”
1. Discuss options of hosting a pampering sesh
 2. Ask if they had ever thought of doing what I do?

Volume Firm Repair set —

this is like Botox in a Box and Spanx for your face!

- Rescues skin from past damage and helps with future damage.
- Advanced signs of aging
- Dry skin
- Has Volu-Firm Complex – that are essential for lifting, firming & tightening: plant stem cells, Tripeptide, volume-supporting peptide

Set includes: Cleanser, Lifting Serum, Day Cream, Night Cream and Eye Cream

Cleanser –

Step 1 foam cleanser – *apply all over avoid eye area*

- Reduces deep lines & wrinkles
- Rids of complexion dulling impurities
- Deeply cleanses
- Maintains moisture balance

VF Lifting serum – Botox in a Bottle

Step 2- *apply to neck and face in an upward motion avoid eye area*

- powerful & potent
- Firms and lifts look of sagging skin giving it a tighter appearance

VF Day Cream –

- Airless pump so that ingredients are never exposed to air or light
- SPf 30 against UVA/UVB rays
- Reduces appearance of deep wrinkles
- Helps to support skin's natural collagen for firmer, tighter skin
- Moisturizes for 12h

VF Night Cream-

- Airless pump so ingredients are never exposed to air or light
- Skin renewal with the VF complex while skin is at rest
- Smooths neck area
- Accelerates cell turnover for more radiant skin
- Triples skin hydration
- Encapsulated Retinol that is controlled release to minimize irritation

VF Eye cream

- Helps w/dark circles, sagging, puffiness and lifts eye area
- Reduce appearance of deep lines & wrinkles

- Tip is made of Zimac, a metal that stays cool so it helps lessen undereye puffiness.

VF Deep Wrinkle Filler – Spackle for your face!

- Fills in deep wrinkles by plumping up
- Contains Encapsulated Retinol & encapsulated hyaluronic acid
- Doesn't flake or ball up
- Dries to invisible finish

VF Radiance Facial Peel – Chemical Exfoliant

- Contains the power of glycolic acid – enhances the skin's natural renewal process
- Improves skin texture
- Reduces lines and wrinkles by exfoliating beneath the skin's surface
- Use 2x a week
- Rinse off after 20 mins

Lifting Bio-Cellulose Mask – Korean-Beauty Booster

- Lifts & firms
- Skin looks more radiant
- Increases moisture levels for 24h
- Made from coconut water & fibers
- Use 1-2x a week for best results
- Leave on for 20-30 mins

ClearProof set –

Acne system - combination of salicylic acid and benzoyl peroxide to attack multiple factors that contribute to breakouts.

Set includes: Cleanser, Toner, Moisturizer, Acne Treatment Gel

Salicylic acid (sal-uh-sil-ik) is a chemical compound that treats a variety of skin conditions by exfoliating the skin and breaking down thick skin layers: so it helps shed dead cells that clog pores and is helpful for rough, bumpy breakouts. (3% or higher concentration requires a prescription)

Benzoyl peroxide is a topical medication that treats acne-causing bacteria, whiteheads, and rosacea by killing the bacteria and reducing inflammation.

CP Cleanser–

Step 1

- contains 2% salicylic acid
- deep cleanses to penetrate and clear pores

CP Toner –

Step 2

- Helps exfoliate by removing dead surface cells
- Removes excess oil w/ 2% salicylic acid

CP Moisturizer –

Step 3

- Lightweight, quick-absorbing, oil-free
- Soothing to irritated skin

Acne Treatment Gel – place on spots of pimples

This can be done anytime during regimen.

- 5% benzoyl peroxide
- Does not dry out or peel surrounding skin

MaryKay SkinCare –

Comes in 2 formulas: Hydrating & Mattifying
(Hydrating-normal/dry & Mattifying- Combo/Oily)

Set includes: Cleanser, Moisturizer, Toner, Scrub

- Entry-level skincare w/no anti-aging
- Helps maintain clean, healthy skin
- Fragrance-Free

Cleanser –

- Removes impurities
- Gentle & refreshing

Toner –

- Antioxidant properties
- Helps restore balance
- Does not leave a residue

Moisturizer –

- Lightweight, gentle
- Adds hydration without oil

Scrub-

- Deep cleanses
- Scrubs away dead skin cells
- Unclogs pores
- Leaves skin soft & smooth
- Use 2-3x per week

Naturally Set -

Nourishing Oil-

- Absorbs quickly, lightweight
- Blend of sweet almond oil, olive oil, sesame oils to hydrate
- Vitamin E for protective antioxidant
- Used on face, cuticles, elbows and ends of hair
- Can mix w/exfoliating powder or mix w/foundation for a more dewy look & feel

MK Men's Skincare-

Facial Wash-

- Washes away grit, dirt, grime
- Visibly reduces excess oil
- Prepares skin for shaving
- Deeply cleans pores

Facial Hydrator

- Contains SPF 30
- Anti-aging by reducing fine lines & wrinkles
- Helps with hyperpigmentation of dark spots & freckles
- Absorbs quickly
- Hydrates over 10 hours

Shaving Foam-

- Lifts hairs for a close shave
- Softens beard & protects against razor burn
- Glycerin, Lanolin, Aloe leaf & cucumber fruit extract to soothe, soften, & protect

Cooling After-Shave Gel-

- Soothes, cools, & refreshes
- Calms razor burn
- Conditions after shaving

Masks -

TW Moisture Renewing Gel Mask

- Instantly hydrates
- Locks in moisture
- Helps skin feel firmer, smoother and softer
- Vitamin B3 & E
- Use 10 mins, 2-3x a week

Pink Clay Mask – great for teens

- Revives dull, fatigued skin
- Reveals natural glow
- Plumaria extract and mineral rich clay
- Use 10 mins, 1-2 x a week

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- Lifts & firms
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Charcoal Mask – *apply all over avoiding eye area*

- A triple action activated charcoal that acts like a magnet to deep clean pores
- Minimizes the appearance of pores, reduces shine
- Honeysuckle & Navy Bean Extract target the appearance of skin discoloration
- Extract of Rosemary and Peppermint deliver a fresh scent
- Dark gray or black is the oily areas and white areas is acne
- Use 2-3x week
- leave on for 15-20 min