

great start *Beauty Bash* cheat sheet

Open Introductions

*Set up table half hour before start time to pamper the hostess and greet guests as they arrive

- Welcome + Outline
 - ✓ At this skin care pampering we will get to know each other, our products, our specials plus a ticket game with prize drawing.
 - ✓ There is never any obligation with Mary Kay because when you love it you know it!
 - ✓ Fill out profile card while we go through introductions to get your first ticket. 1st date today - hear 2nd date* - shout ME for ticket!
- Guest introductions
 - ✓ What do you love about our hostess, what do you do and what' the one thing you'd MOST love to change about your skin?
- Let me tell you about me: I learned about the business opportunity when ... I decided to sign on because & now I'm working toward ...

what does freedom mean to you?

Middle *Heat wash cloths 5 minutes before party start time - as guests arrive draw a heart on her hand with a MK liner - tell her you love meeting her!

Product Presentation:	Basic	Miracle	Ultimate	Eyes
A breakthrough 3D approach to skin aging First date: get flawless skin Second date: build a babe customized color consult - back profile go select yours Results get better over time with all measured attributes TRIPLED from 4 to 12wks No waste packaging Made in USA	Defends against accelerating free radicals on skin with double the antioxidant protection Encapsulated resveratrol - provides triple antioxidant benefits, plus helps promote more even-looking skin tone and supports skin's natural collagen	Delays the look of premature skin aging with broad spectrum UVA/UVB protection an an exclusive patent-pending complex Vitamin B3 - is a well known brightening superpower that works double duty as an antioxidant protection	Delivers visible improvement of multiple signs of skin aging in just 4 weeks Age-defying peptide - delivers visible improvements of multiple signs of skin aging in 4 weeks including fine lines, wrinkles, resilience, luminosity, smoothness, softness & over all appearance	Eyes-think tissue paper face-think copy paper body-construction paper - 1/4 thickness water duct vs oil duct inelastic show age/fatigue/fine lines - All four products deliver unparalleled results
80% of aging comes from UV, Lifestyle, Pollution	89% said that it improves the overall quality of skin	80% said that skin regains a more youthful look	75% said that it softens the look of expression lines	79% said that skin feels more resilient
1. 4-in-1 - n/d or c/o 2. Microdermabrasion 3. 3D-Day moisturizer 4. 3D-Night moisturizer 5. CC Foundation (plus hostess translucent powder) 6. 3D Eye cream 7. Eye makeup remover - talk about follow-up glam with 4 mascara's award winning best seller Oprah's fav list Ultimate - wet glide, hugs lashes - Chromafusion color	1. MK deep pore multitasking cleanser 98% cleansers on market - surface clean 20,000 pores-v shape layered like shingles* Back profile keep track products ♥ 2. Before sending superpower peptides into dermis remove dull epidermis w/ oxidizing crystals rid dead cells + smaller pores 2x week treatment*	3. By day - broad spectrum protection SPF 30 UVA-aging ray UVB-burning ray* (Good Housekeeping) Moisturizes 12 hours 4. By night - (neck treatment) while skin is most able to build it reserves reenergizes youthful glow reduces fine lines & wrinkles skin looks firmer, healthier and more rejuvenated*	morning and night just two simple steps with outstanding patented performance. For your miracle cleanse, then day or night moisturize! * 5. Four types of foundation flawless face options CC Cream light silky complexion corrector like cellophane wrap that shields protects w/SPF15 HOSTESS BONUS: Seal in CC with translucent powder!*	6. Improves aging, fatigue, dark circles, under eye puffiness, fine lines + 12 hrs moisture* 7. Oil-free eye makeup remover conditions lashes removes eye mites-shake to activate-remove hand liner! BEST sellers 100% guaranteed all tested for skin irritancy / allergy / sensitivities + ophthalmologist tested* HEART & HUSTLE TICKET GAME

Close

*Collect garbage, pile mirrors + compliment time

- Fabulous Referral Ticket Game:** How does your face feel so far? fabulous? **Now I need your help** to help YOUR friends feel fabulous too! It's **YOUR** chance to give "fabulous gift of friendship" includes a pampering+gift card+swag for those who you love, 18+ who are local! Grab your cell because that's not cheating. Back of profile card, write name & cell of 10 local girls, 18+ U love & U auto get an arm full of tickets!
- Heart & Hustle Ticket Game:** Company/Cars MK foundation/\$ Recycling/Rewards Self confidence/Savvy shopper-Side gig-Smart\$
- a) **Closet Close:** put price in perspective - count endless things never wear - face NEVER out of style! Grapes not raisins! 80% what you do!
- b) **Table Close:** If FREEDOM u need happy to show you how to sign on and get our BIG BAG special but there are 2 WAYS to get your MK!
 #1 **Little Bag girl** and be a happy customer. (Placemat: \$76/\$130/\$185 w/cc) Hug - have this bag then you will use little sales form!
 #2 **Big Bag girl** Whether you are a Savvy Shopper, a Side-gig girl or in need of Smart money yesterday the good news is I come in every BIG BAG like Mary Poppins. I teach you every step of the way because until you *get what you want* I can't get what I want. What does it have in it...mirrors, trays, everything you used today plus (name each product!) over \$400 for ONLY \$100! It's a why not me opportunity with zero commitment. And, *because you sign on today* you get a \$100 bonus at your first training with me because I love to reward those that take a chance on themselves and go for it. **We all know that when U set high standards & challenge yourself - life will take on a whole new dimension. The question is what does freedom look like for you? How many side gigs do you have going that will pay off debt, vaca, unexpected? Got to try! Nobody has time, people make time. Opportunity is everywhere. MK is freedom. Use big agreement form.**
 *Set-up in a private area to customize each new clients' preferences. Hostess treats everyone to snacks & satin hands/lips!
- c) **Individual Close:** 1. Good time? 2. Face feel? 3. Questions for me? 4. Which set is best - r u big bag/little bag girl? Tell me more. Listen!
 Follow-up Appt - SWAG - hostess credit= hostess bonus, gift cards + half off any one item for EVERY qualified party guest
 Share Appt - learn more abt Mary Kay because I like U & you should decide for yourself - text the word FREEDOM to #973.983.3777 watch video answer survey \$100 VISA card gift card my Director & 1/2 price product on the spot from me at this pampering session.
 *Remember to take group photo and hold the ticket drawing after individual consultations!