

Cut and tape over text on Page 5

(Line up 8 M & Ms on the tray and give Perfect Appointment Sheet to Hostess & explain how she will help keep track too.)

Hello, my name is _____, and as you probably already know, the name of our company is Mary Kay Cosmetics. Now let's do some quick introductions.

Have class introduce themselves.

Thank hostess for allowing you to be there tonight.

Present her with empty gift bag representing her gifts or her new FREE supplement set..

Let me start by giving you an idea of what we're going to do today/tonight. We'll begin with our skin care program. This is what we're most famous for. The first time around, it is sold together. Why? because it's *specifically formulated to work together so that you get the best results.*

Then we'll play with some Mary Kay color. The colors you will be using tonight are what I call basic learning colors. It lets us start with a beginning look so when we get together at your *follow-up facial*, we can select an advanced look based on what you love the most!

Now here's the part I need your help with - Every time I say the words "*follow-up*" we're gonna grab an M&M...this helps me provide the most perfect appt for you and who doesn't love an opportunity to eat an M&M?! And these are MAGIC!!! NO calories! (haha). I mentioned it twice now...so go ahead a grab 2!

At the end of the class, we'll get together one-on-one to discuss your individual needs. ***Be sure I tell you about my preferred customer program, SPARKLE AND SHINE*** And we can also book a time for your *follow-up* facial where it gives me a chance to make sure everything is working properly.

So, this is the first of TWO facials that Mary Kay asks me to offer to my customers. This first one is to try the products AND... the second one is to make sure everything you take home, you love, as well as share what I believe to be the most amazing product with your family and friends. I don't know if you will get tempted...BUT *in case you do* I accept MasterCard, Visa, American Express, Discover, checks, (Venmo/Cash app..) and of course good old cash! Our products ALSO come with a 100 percent guarantee which we talk a little more about later...And ...the BEST part is that YOU will get to GO HOME with your products TODAY/ TONIGHT!!

PAGE 7

Cut and paste under # 6 paragraph...

I would love to take a few minutes to tell you a little bit more about our amazing company and the power of washing your face with Mary Kay.

Did you know that when you wash your face with Mary Kay, you are supporting a company that is private, family owned, 100% debt free, celebrating over 57 years with well over 4 BILLION dollars in sales a year and #1 in brand loyalty?

Did you know that when you wash your face with Mary Kay, you can be proud of our environmentally friendly company because we are "PINK DOING GREEN" and that the majority of our products are manufactured right here in the U.S.!! AND....our 100 MILLION dollar manufacturing plant in Dallas plus our 5 distribution centers in the U.S. are all 0% landfill! PLUS our partnership with the Arbor Association has resulted in 1 million trees being planted and 20 nature explore classrooms in domestic violence shelters around the U.S.

Did you know that when you wash your face with Mary Kay, there are women and families safe tonight in shelters all across the U.S., because of the 3 million dollars a year we donate to Domestic Violence Shelters around the country! Mary Kay also donates over 1.2 million a year to Cancer research to eradicate cancers that affect women. PLUS our partnership, Love is Respect, is the first 24/7 text hotline where someone can text 'LOVEIS' to 22522 and receive live support on what a healthy relationship looks like.

Did you know that when you wash your face with Mary Kay, you are actually helping us stop animal testing in China! We were one of the first cosmetic companies in America to stop animal testing. We paid for and created in-lab tests here in the U.S. and now are doing the same in China, so we can show the Chinese government that safe products *can be produced* without testing on animals.

And most recently, due to Covid-19, Mary Kay refocused their global manufacturing efforts on the production and donation of essential items ONLY... including personal care, hygiene products and hand sanitizers. Mary Kay provided much needed support to the Top 10 hardest hit cities in the United States and to 1.5 million front line responders around the world.

And...here is a cool fact! Did you know that as women we control 80% of purchases in America? That is a *lot of power* when we take our consumer dollars and invest in products, people and companies who align with our values, like those you find in Mary Kay- and I am ONE of those people!

**Keep Page 11
but cut and
paste over #5**

Cut and paste above 1st paragraph on #1

With all of the influence women have,

5 So before we get into our skin care and color, I would love to share with you a little bit more about me and why I do what I do.....

Cut and Tape over #s 4 and 5 on Page 13

4

In fact, Mary Kay always said there is a beauty consultant at EACH & EVERY class, and I believe her! As a matter of fact, Mary Kay found that quality women (point or refer to hostess) attract other quality women (refer to her guests). Usually if there's one person that would be great, there are a couple that would be great!

In fact, Mary Kay Ash called this the "golden opportunity" so at the end of our appointment you will find a "Golden Ticket" to hear a little more.

So, just watch what I do today and see if you could see yourself doing what I do.

Also personalize the page shown to customers (pic with women holding signs) with pictures of you, your 'why', your family, things that excite you about MK and that you are working towards! 😊 Cut and tape pics over it

Cut and Tape below "Write your I story here" on Page 13

Keep Page 15 -

TAPE THIS OVER 3 AND 4.

3 How many of you have a drawer full of make up or skin care mistakes?

(Allow time for responses...)

Don't forget.. with the **Mary Kay 100% Satisfaction Guarantee**, those makeup and skincare mistakes are a thing of the past!

Keep Page 17

Cut and paste on #3 on page 17

3 Great! What we are going to get to do today in the next 30 minutes will only take a few minutes in the morning and a few minutes at night- and you're going to see and feel the results **TODAY**, in 3 days, 3 weeks and 3 months that you will **LOVE!** Doesn't that sound great!??

Cut and tape over # 2 on Page 19

2 This five product regimen uses the latest skincare science to deliver younger looking skin for all skin types, including sensitive skin and those with rosacea.

Cut and tape over the header on Page 21

FIRST, we're going to start with the Oil-Free Eye Makeup Remover, which is already on the 2 cotton balls on your tray. It removes eye makeup without pulling or tugging, and is safe for contact lens wearers. Just go around the top of your eye *outward*, and *in* toward your nose on the bottom. Go ahead while I wet your washcloths.

Cut and Tape over #2 on Page 23

2 We'll start with **TIMEWISE AGE MINIMIZE 3D DAY CREAM SPF 30 BROAD SPECTRUM**

SUNSCREEN. (If anyone has a SPF sensitivity, you may want to try the **TimeWise Age Minimize 3D Day Cream without SPF**. Anyone?)

(If anyone needs it, walk around and put it on their tray)

Apply this to your face now in an upward and outward motion. It's in well #2. As you'll notice, a little goes a long way! Start with a small amount, you can always add more. You'll use this every morning right after cleansing. By day, this moisture- replenishing cream provides:

- Broad Spectrum UVA and UVB protection to help delay the look of skin aging
- reenergizes skin's natural, youthful glow
- improves the look of fine lines & wrinkles.
- helps even the look of skin tone
- moisturizes for 12 hours

Cut and Tape after #1 on Page 25

You'll find your TimeWise Age Minimize 3D Eye Cream in well #4.

Cut and Tape on page 25 after "Doesn't your skin feel amazing?!"

(... pause for responses to above question...)

To finish your skin care routine, we will use one of our fabulous foundations, because foundation is the final step in your skin care.

And it comes together as a set. But before we do that let's try satin lips... (flip page)

Satin Lips- begins with a lip exfoliator that is in well #5. Scoop it ALL up, smooth it on your lips and then make little circles. *(while they're exfoliating say--It's an all-natural white tea, citrus & shea butter sugar scrub, isn't it amazing?)* Ok now take a clean corner of your cloth and clean it all off your lips. Then apply the balm that is in well #6 to give your lips a satin finish for kissably soft lips! Don't you LOVE that?!

Ok...How would YOU like to know some MAGIC from Top Make-Up Artists to the Stars? Well...here it is **FOUNDATION PRIMER!** It is going to: protect with SPF 15, fill in every teeny tiny line, pore, and wrinkle on the face leaving the skin feeling SILKY SOFT & give your foundation hours and hours of staying POWER! It feels like a VELVET MASK. It is in well #7 on your tray. Go ahead, scoop it up, apply it across the cheeks, forehead, and nose, and smooth it all over your face (give a second). Isn't it AMAZING???

Next, we are going to try our ground breaking **under eye corrector!** Can you say 'Bright Eyes'?!?! Tadaaa!! It's MAGIC!! It's a specially formulated peach shade that will color-correct the bluish- purple shadows beneath the eyes, to neutralize dark circles and brighten the under eye area, helping to deliver a refreshed, wide-awake appearance. Plus, it layers beautifully with your foundation and concealer for natural, seamless coverage. You'll find the undereye corrector in well #8. Tap your ring finger in and gently tap it underneath ONE EYE and even on top of your eyelid.

Make sure you check out the difference. WOW! Now go ahead and do your other eye for fabulously bright eyes.

We will be using our Perfecting concealer a little bit later and I will show you another fun make-up artist tip, but I'll teach you other tips and tricks at your ***follow-up appt.***

Depending Upon your inventory select one of the following:

If you started with a 1800 inventory or LESS.... **USE Page 27 A** BUT..... If you started with a 2400 inventory or more.. **USE Page 27 B**

Now here is something interesting... Did you know that nearly 58% of women aren't sure they are wearing the correct foundation shade? Well, what do you do? (*allow response time*). I have a solution because I'm going to help you find your perfect match. Mary Kay offers several types of foundation in a wide range of shades so you can get the flawless look you want. Foundation is the final step in our skin care routine. It helps protect your skin from the environment, evens skin tone, and covers flaws for healthy-looking, radiant skin. One thing that sets Mary Kay apart is that we are experts in foundation. Our goal is to help every woman find the right foundation shade and formula! At your **follow-up**, if it needs tweaking we can try another formula or color!

Today we are going to use Mary Kay CC Cream. It stands for Complexion Corrector. It delivers 8 benefits in one step. It protects, brightens, corrects, minimizes redness, conceals, hydrates, reduces visible signs of aging and defends against the environment. It's ideal when lightweight, natural looking coverage is what you want, especially when you're looking to get out the door in a flash!

Use your fingertips (or liquid brush) to apply the CC Cream to your face. Start in the middle of your face, working outward toward your hairline and along the jawline. You can also use one of our beautiful foundation brushes or beauty blender for a flawless look (*romance the brush and beauty blender*).

Mary Kay offers many different foundation options that we can discuss during your individual consultation or try at your **follow-up** appointment. In fact, we will get to try one of my favorite foundations- our BRAND NEW Timewise matte 3D foundation at your **follow-up** appointment. The reason I love it so much is it contains the same Timewise 3D formula as our skin care, which **DEFENDS, DELAYS AND DELIVERS**. It also delivers 12 hours of wear and oil control and is humidity and sweat-resistant!

Now... How does your FACE feel? Don't you LOVE how soft and smooth it is? And...you've only used these Mary Kay products once, just think how your skin will look and feel when you use the Miracle Set 3D every day!

Cut and tape over all the text on Page 27

Depending Upon your inventory select one of the following:

If you started with a 1800 inventory or LESS.... **USE Page 27 A** BUT..... If you started with a 2400 inventory or more.. **USE Page 27 B**

Now here is something interesting... Did you know that nearly 58% of women aren't sure they are wearing the correct foundation shade? Well, what do you do? *(allow response time)*. Well, I have a solution because I'm going to help you find your perfect match. Mary Kay offers several types of foundation in a wide range of shades so you can get the flawless look you want. Foundation is the final step in any good skin care routine. It helps protect your skin from the environment, evens skin tone, and covers flaws for healthy-looking, radiant skin. One thing that sets Mary Kay apart is that we are experts in foundation. Our goal is to help every woman find the right foundation shade and formula! At your **follow-up**, if it needs tweaking we can try another formula or color!

Today we are going to use either our full coverage Timewise matte 3D or CC Cream foundation based on your preference. I am going to teach you how to apply foundation using a brush for a flawless natural look. *(Match her foundation by using the foundation finder tool. Hold a 1/2 inch away from her cheek and select the shade that fades away. Do a stripe test to make sure foundation matches. Then hand out, romance the foundation brushes and teach correct brush technique & have them apply the foundation).*

The CC Cream that you are trying today stands for Complexion Corrector. It delivers 8 benefits in one step. It protects, brightens, corrects, minimizes redness, conceals, hydrates, reduces visible signs of aging and defends against the environment. It's ideal when lightweight, natural looking coverage is what you want, especially when you're looking to get out the door in a flash!

Those of you using our Timewise matte 3D foundation can expect the same incredible 3D benefits that are in your skin care that **DEFENDS, DELAYS AND DELIVERS**. It delivers 12 hours of wear and oil control and is humidity and sweat-resistant! Your skin will **INSTANTLY** look healthier, firmer and younger!

Mary Kay does offer many different foundation options and a variety of foundation brushes and tools that we can discuss during your individual consultation and you can try at your **follow-up** appt.

Now... How does your FACE feel? Don't you LOVE how soft and smooth it is? And...you've only used these Mary Kay products once, just think how your skin will look and feel when you use the Miracle Set 3D every day!

Cut and tape over all the text on Page 29

Now as women, we all know that skin care never ends with the basics. Along with the Miracle Set 3D, many of us want additional products to meet our individual needs. Today, I'll highlight just a few.

First... I HAVE to know... Who wants to pack their under eye bags good-bye?!?! Say good-bye to under eye puffiness, dullness and dark circles with Mary Kay's Hydrogel Eye Patches! (show container and start to pull out an eye patch to show) These pink, sparkly smiles for your eyes- in just a 20 minute application, twice weekly- have proven to immediately boost hydration instantly, cool and soothe the eye area and diminish the look of puffiness and dullness. I'd love to try these today but because it takes 20 minutes, we don't have time to try them together... BUT you can use them tonight!

Next, let's try our fabulous Indulge Soothing Eye Gel in the top left well above the oval, which firms, tones and reduces puffiness around the eyes. This is meant to be used daily in the morning and at night. Take a little bit and apply it to the inside of one of your wrists, so you can see what it feels like.

Now, oh my gosh, I have a treat for you! Who wants more collagen and elastin? Everyone, right?! Soo, TAHDAH (show Serum C+) Introducing the TimeWise Replenishing Serum +C ! This serum is formulated with botanical ingredients to enhance the production of new collagen and keep the existing collagen from breaking down. It lifts, tones, enhances and help your skin look younger! You use about 3 pumps in the morning and night after cleansing, all over your face & neck, or wherever else you need a LIFT! Some of us want to take a bath in it! You'll find this in the top right well above the oval, go ahead and rub this on your neck and chest.

Now, I'd like you to see our Timewise Repair Volu-Fill Deep Wrinkle Filler. It immediately fills in deep wrinkles and helps improve their appearance over time! (*Demo on the knuckle of one finger or the palm of one hand by tapping into wrinkle/can skip if young or pregnant!*)

Now, don't forget...at your **follow up** appointment, we can explore additional Mary Kay products to help keep your skin looking and feeling fabulous!

Cut and Tape over Page 31.

Now we are going to play with Mary Kay color! I have pre-selected some colors for you that I know you're going to love. I like to call them "learning colors" because I want you to learn what Mary Kay color is all about. After the class is over, I have several options for you to choose from or you can try another look at your **follow-up** appointment. BUT before we do, let me share with you our Beautiful Brush Collection!! (*Hold up blinged out brush collection*). Isn't it GORGEOUS??? This exclusive personalized brush collection can be yours ONLY when you share your **follow up** appointment with some of your favorite friends and family. C'mon... who wants it???? LOL.

Now let's open your goodie bag! Shake it out and find your customized color card. We are going to be trying our Chromafusion eye shadows and blushes today/tonight. There are 43 intensely pigmented shades that are powered by Mary Kay's exclusive Chromafusion Matrix Technology. These colors deliver 12 hours of stay-true and life proof color- through work, workouts, weather and more- for a look that lasts alllll day!

EYES: Go ahead and grab your color card. Now here's the deal ladies, we are NOT going to do this in order on the color card (1,2,3). INSTEAD, we are going to go 1, 3, 2 in application. Say it with me 1... 3...2!! (LOL) Now go ahead and peel off the plastic over your eye shadows.

Please take some of color 1, this is your Mid-tone color, and tap it on the center of your lid. Blend it outward towards the outer eye and inner eye and up to the crease (model with a brush or your finger to show where to tap and blend the color).

Next, turn your applicator to the other side and take some of Number 3... this is the highlighter color. Blend this from the inside corner of the eye and just under the eyebrow. This will bring height and brightness to the eye.

Lastly, turn your applicator on the tip and take some of Number 2.. this is your accent color. For a natural look, blend the color along the top lash line for a soft eyeliner effect. Or...for a more dramatic look, tap a little color in the crease creating a little sideways V (a little into the crease and a little on your lash line). Make sure to blend the colors with your light side of your applicator or finger to create a soft flawless look.

We can try EYELINER at your **follow up**, or if you're dying to try today, I have a couple here to sample. (*You can use full size liners and sanitize in between customers or purchase sec 2 samples*)

Cut and tape over all the text on Page 33

MASCARA: We have several amazing formulas of mascara to meet your individual lash desires. Today we are trying one of our customer favorites and best sellers: the Ultimate Mascara, which is a volumizing mascara. When applying mascara, don't pump it because you're drying out the mascara in the cylinder...just twist. Also, you should replace your mascara every 3-4 months because bacteria can build up! Now I'm going to come around and give you your mascara wands... one dunk each! We have 10 seconds to apply mascara! Are you ready? And...Go! (*while they apply mascara, you say...*) All our formulas are water resistant and flake-proof, so they will not run or smudge during the day, AND are easy to remove, which preserves and protects your lashes.

Eye brow Pencil – only if necessary, or at follow up

Perfecting Concealer: Ok, who's ready for one last MAGIC trick??!! Are you ready to illuminate your face?!?!? Now I am going to teach you some Magic with our Perfecting Concealer. This is a make-up artist trick to brighten the eye and shadowy areas of the face, but this also conceals any dark spots or imperfections on your skin. I am going to give you a shade that is just lighter than your foundation on your tray. Let's do ONE EYE first so you can see the Magic!! Use the tip of the foundation brush (or your ring finger) and take some of the concealer and create a little V from the inner corner of the eye to the cheek bone and back up to the outer corner of the eye. You can fill it in a little bit too with the concealer. Now use the brush to 'buff and blend" the concealer and watch your face illuminate! (Let them get going with the concealer) ... Don't you love that???

CHEEKS: Ok now go ahead and take some blush off the Color Card with a cotton ball (or your foundation brush). Find the flat part of the cheekbone – place color in 3 dots on your cheekbone, no lower than the tip of your nose, and no closer than 2 fingers to the nose. Put the cotton ball down. Blend dots with your fingertips toward the tip of your nose and then with downward strokes (because tiny hairs on the face grow down).

LIPS: Peel off the lipstick part of your color card & use sponge tip to apply. These are our Gel semi-matte and semi-shine lipsticks. They are long lasting and won't dry out your lips. At your ***follow up*** appointment, you will learn how to create a variety of looks using one lipstick, one lipliner, and one gloss!

Now, check yourself out!!!..... (*Have guests hold their mirrors out at arms length & compliment each other on something new they like*)
“Here's why we do this- we as women are our own worst critics so we are going to see every flaw and imperfection when this is how the average person sees you, because of the wonderfulness of personal space. Now check yourself out!”

Cut and tape over all the text on Page 35

"Oh, wait a minute...did I give you guys a chance to win a prize?"(act surprised) **No?**
OK, let's do that right now, grab your cellphones... (stop and wait until they have their phones out!)

The **BIGGEST** compliment you can give me or someone who does what I do is to refer me a friend or 2. Because I don't advertise...this is the only way that I have of building my business. And what referrals really mean, is that you liked me and you had a good time today! I really need wonderful women *like you* who are willing to share their friends with me and that really is what grows my business. Soooo..... it's a huge, huge compliment that you would share your wonderful friends and family with me. And, I always

have a gift for a person who gives me 5 names or more...as a matter of fact, foundation always goes on better with a brush, and you can get yours **TODAY** for free! It's yours for just 5 names and phone numbers....and that's easy! And...how many of you **LOVED** the Foundation Primer today? Well, Mary Kay's lucky number was 13...so for anyone who has 13 names and numbers...**YOU** can take home the Primer for **FREE** instead! And then I have an **ULTIMATE** gift for the person who gives me the most names and numbers, the **ULTIMATE MASCARA!** Lol! **So, go ahead...**I'm going to give you a couple of minutes....**get out your cell phones...** anything you need. You can write your names and numbers on the **FABULOUS Sheet** . Ready? Ok...start! (And remember, the names only count if they're over 22 and if you have the name and number!)

(Encourage names by suggesting... friends/family/co-workers/friends from church/the gym...etc)

*If you are faciating someone for the 2nd time, or someone that earned the brush set already, you can offer a different brush or gift for them giving referrals or additional referrals (at their follow up appt)

Cut and tape over all the text on Page 37

Pass placemats & ask them to fill out top of sales slips. Don't leave your post.

(Romance the roll-up bag per Skin Care Class Live video Link...) ***ALL my shimmer status customers get this customized monogrammed bling bag-- isn't it fantastic?***

Now I'll show you what we used tonight. I am going to take things out of my roll up bag... you can leave *your* products in *your* bag and follow along with the placemat I gave you.

The reason why your skin looks and feels the way it does is because of the part we did underneath it all. It's just like if we were going to paint this room, no matter how gorgeous the color, if you didn't spackle first, the cracks are going to show through!

Now remember...the first time around, the basic skin care is ***sold as a set*** because this is how you get the results Mary Kay guarantees you. If you were to choose anything at all tonight, and I was doing my job properly, I would recommend our Skin Care Sets.

Let's take a look at **Pocket #1**

Set 1 is the TimeWise 3D Basic Skin Care Set. Remember it comes as a set and includes your 4 in 1 cleanser, day and night cream, and CC Cream. It's 110 (*refer to placemat and state price, ex: 110...not 110 dollars*) ****if you used the TW 3D foundations- set 1 is 113 NOT 110**

Next is the most awesome eye product, the TimeWise Age Minimize 3D Eye Cream. It is 36. But, when you include it with the TimeWise 3D Basic Skin Care Set, it becomes our TimeWise Miracle Set 3D, which includes all the anti-aging benefits we learned about today...and you save 14 dollars!

AND ... For the Ultimate Skin Care Regimen add in the Replenishing Serum + C for lifting and firming. All 3 sets in Pocket 1 come to 188 (or 191 with TW 3D foundation option)

Cut and tape over all the text on Page 39

Pocket #2

Set 4 is your "Color Me Beautiful Compact". (*Take out and Romance the Compact*) .You know how your color items and compacts scatter all over your purse?....Well, look how great our custom compact keeps everything together, and it comes filled with your choice of colors. Plus, it's refillable & customizable! And... You only pay for the compact once! Completely filled and totally customizable it's 78.

Set 5 is "Our Necessities Set" and contains the oil-free eye makeup remover, mascara and eyeliner is 44.

Pocket #3

Set 6 is our 'Bright Eyes' set which includes our Hydrogel eye patches & under eye corrector which is 56.

In Set 7, "Magic Set" which has the Foundation primer & perfecting concealer... for 36.

Pocket #4

The final pocket has our Satin Lips Set that helps relieve dry, rough lips – and makes them kissably soft, and our Satin Hands. This set is 58.

You'll also notice our special recommendation items (which are not in the special roll up bag pricing)—the Indulge Soothing Eye Gel which reduces eye puffiness and is 16, as well as the Deep Wrinkle Filler which is 48.

And as you can see...when you get 200, you will get this gorgeous roll up bag as a gift from me FOR FREE...and if you're a girl like me who wants it all, then you can get all 8 sets for just 399 (399 with TW 3D foundation- 99 savings)... which is a 495 dollar value... so you can save 96 dollars!!!

Cut and tape over all the text on Page 41

Now we are going to do one last pampering session & then our individual consultations, but before we do that, I would love to introduce you to someone who is *really special* to me and she has a little message to share with all of you. **PLAY COMMERCIAL ([link on cyndeegress.com home page](http://cyndeegress.com))**

Have hostess demonstrate Satin Hands on both hands with remaining guests, while one guest joins you in another room.

Ask if anyone needs to leave early or take the most excited person first.....

In a separate area (living room, dining room) have set up for a one-on-one close:

Datebook Look Book (Display trays filled with eye/cheek colors)

Sales Slips/pens/Wrapped up Power of Your Life/Million Dollar Mentality Invitation

Calculator/Blinged out Brush Collection

"Follow up to a beautiful you/SHOT program" and "Sparkle and Shine" program sheets

Sit below the guest on the floor, and periodically, gently, touch her arm when asking the following questions.....

- 1. So, _____, how did you enjoy what we did tonight?**
- 2. I'm curious to know what you liked best about the skin care that you tried tonight?**
- 3. What did you learn tonight that you didn't know? (re-affirm) Great! So I did my job!**
- 4. Ok, _____, I am sure you already know what you would like to take home, because smart women know what they want....but I want to make sure I do my job properly. So, if you would please lay YOUR rollup bag on your lap and we will go through each pocket to make sure I reviewed each product with you.**

We will make three piles. A YES, a maybe and a no pile. For the YES pile, we will leave in the bag anything that you would like to take home with you tonight, then we can take out anything you *wish to have or you're just not sure about* and put it in a "maybe" pile, and then we can take out anything that's a definite no and we'll put that in a "no" pile. This will definitely help me to best service you in the future. How does that sound? Great, let's get started.

*Start with the Basic Set and go from there....add her total together. If she purchases \$200 or more in products, tell her about taking the rollup bag home! Then, fill out sales slips, and say: How would you like to handle this? *AFTER sale complete, hand them the sparkle shine flyer* and explain the perks.*

While we're together, let's pencil in a date for your *follow-up* appointment. I realize your calendar isn't here, but let's get a starting point. If you find there's a conflict, it's not a problem to change it. (What's better for you, during the week or weekend?). (*After you get the date...show her the "Follow up to a beautiful you flyer"*). Ok, _____, take a peek at this and circle the items you would like to try at your follow up appointment.

_____, Can I ask you a question? (*Look over at her "maybe" pile or show her the circled items on her flyer.*) If I told you that you could get these free or for next to nothing, would you want to? Great! With your permission, can I tell you how? (wink wink) Well, when you share your *follow up* appointment with a few friends, maybe even some of the women you referred to me, I will work to earn you these products for free or next to nothing. *Refer to the Follow up flyer and explain the SHOT program. Offer her an additional \$25 for a complete list of 6 guest names and numbers before you leave the appointment.*

***THIS IS for at least ONE OF YOUR CUSTOMERS YOU WANT TO SHARE THE OPPORTUNITY WITH
(HINT: A MINIMUM OF 1 CUSTOMER PER SELLING APPOINTMENT)***

OR Thank her for coming and get next customer to close.....

Say this if NO commercial played for techy reason...

**So, I have one final gift for you!! It's a video of my Mary Kay mentor, Cyndee - you will LOVE her, she started her business to make just \$50 a week and she now averages between 25 and 35 thousand dollars a month...you'll laugh, maybe cry but her story will inspire you for life!
We don't know if Mary Kay is for you or not, just promise me you'll watch it with an open heart and an open mind knowing that I think you'd be great and then you can decide for yourself!
My director and I will connect with you tomorrow or the next day- what works best with your schedule? And there is popcorn that makes it even sweeter!!
Oh, and as long as we all connect on (refer to the time you have set with her) you will get something for free**up to \$50** from your maybe pile as a thank you!!**

*Say this if **Commercial IS** played:*

**So here's the special gift Cyndee was talking about- you will LOVE her! You'll laugh, maybe cry, but her story will inspire you for life!
We don't know if Mary Kay is for you or not, just promise me you'll watch it with an open heart and an open mind, knowing that I think you'd be great and then you can decide for yourself!
My director and I will connect with you tomorrow or the next day- what works best with your schedule? And there is popcorn that makes it even sweeter!!
Oh and as long as we all connect (refer to the time you have set with her) you will get something for free **up to \$50** from your maybe pile as a thank you!**

Cut and tape over all the text on Page 45

ADVANCED CONSULTANT:

So here's the special gift Cyndee was talking about, I think you would be great in Mary Kay, can I tell you why? *GIVE 2 GENUINE COMPLIMENTS THAT WILL TUG AT HER HEART.*

We don't know if Mary Kay is for you or not, just promise me you'll watch it with an open heart and an open mind knowing that I think you'd be great and then you can decide for yourself!

My director and I will connect with you tomorrow or the next day- what works best with your schedule? And there is popcorn that makes it even sweeter!!

Oh, and as long as we all connect (refer to the time you have set with her) you will get something for free **up to \$50 from your maybe pile as a thank you!!**

Hand her the LINK card and thank her for coming and get next person to close.....

And call your director after each appointment!!