

\$500 Skin Care Party Opening:

Before everyone sits down, you or your hostess demo Satin Hands and Satin Lips. Also match foundations and make sure each guest has completed her profile card. Fill the trays in order of application...cleanser, microderm step 1, microderm step 2, day solution, night solution, moisturizer, eye creamfoundation.....Satin Lips in upper right corner of tray

1. Introduce yourself by name brief I story..
2. Thank Hostess and give her a gift
3. Meet guests
4. On Time Drawing

5. Share the Hostess Program and Agenda.

1. I am so excited to have you here tonight!

My name isand I became a MK consultant because....I have had so much fun and am working to earn my first career car! I love the flexibility to stay home with my children and unlimited earning opportunity!

2. First I would like to thank our hostess _____ and give her a gift for getting us all together! (It can be a lip gloss, a PCP gift, a discontinued product..anything to show your appreciation.)

3. Let's go around the table and have everyone introduce yourself and tell us a little about you!

4. Now let's see who won our On Time Drawing! Use tickets that are torn in half. Purse size hand creams can be your prize.

5. As a Mary Kay hostess _____ is working for \$100 in free products and based on her sales tonight and her outside sales, she will get to go shopping for free with me!

How many of you like For Free!! Also see this beautiful gift bag in the center of the table..she will get to open this gift when at least 2 of you book parties from this party!

Hostess..you can go around the table and tell them they have to book parties later tonight so you can open your gift! And when you do, you will get lots of Free Mary Kay as a thankyou!

As a Mary Kay Customer you are entitled to 2 appointments...skin care where you learn the best ways to care for your skin and keep it looking young and fresh with a very simple glamour routine, and a 2nd appointment where you learn the latest in glamour techniques!

Tonight we are going to pamper you with Mary Kay Skin Care and just some basic color. Whe we are finished, we will have some refreshments and I'll sit down with each one of you individually, so answer questions and see what you would like to take home tonight!

You will also want to book a color appointment with me later so I can teach you all about how to do your eyes and the latest techniques for cheeks and lips!

Ok! Let's get started!

Skin Care Party Checklist for Supplies

Zipper Bag Packed for each guest with the following

- ___ Tray and mirror
- ___ Headband
- ___ Cotton balls and disposable wash cloth
- ___ Profile Card
- ___ Pen
- ___ Beauty Book

___ Placemat for each guest

___ Roll up Bag for Each Guest with samples tucked in pockets

Pocket 1: TW Cleanser, Moisturizer and Foundation, without box...Mascara Sample

Pocket 2: Day Solution, Night Solution, Microdermabrasion, Firming Eye Cream, without boxes... color card

Pocket 3: MK Compact without box, eye makeup remover without the box, lip gloss, eye liner, lip liner, mascara, all in the boxes..... Breast exam card

Pocket 4: Satin Hands and Satin Lips with the Satin Hands bag tucked in the back

___ Rollup Bag to demo out of...Ultimate Miracle Set, Oil free Eyemakeup Remover, Satin Hands and Satin Lips

___ Table Display: Ultimate Miracle set on a charger, with Microdermabrasion, Firming eye cream, and Eye makeup remover,Also on the table : filled MK compact, filled Mini compact maybe something new or seasonal....lip glosses

___ Filled RollUp Bag for Display also on the table

___ Closing sheets, Team Building Questionnaire, Hostess brochures, Look Books and Teambuilding Packets in an expandable file or notebook

___ Hostess Gift in a pretty bag...Maybe a PCP gift or lip gloss, or discontinued nice product

___ Beautiful Bag and tissue for Booking Gift..maybe a Hand Cream or Lipstick

___ 5-6 Purse Size Hand creams for On Time Drawing, Team Building Questionnaires, and Referral Game

___ Closing station supplies: calculator, sales tickets, money bag, date book



The Basic Skin Care Party Outline

1. Satin Hands and Satin Lips before the party. Also match foundations.
2. Table Opening and On Time Drawing
3. Beginning section of Beauty Book before the Skin Care
4. Skin Care Experience
5. Referral Game
6. Team Building Info and Questionnaire
7. Foundation
8. Close on Skin Care....open Roll up Bag to find Mascara sample and color card and Breast Exam card
9. Color Card with Mascara
10. Table Close
11. Individual Close