

## Skin Care Class

### Welcome

Thank Hostess – Celebrate her!

Thank Guests for coming!

Here is what we are going to do today:

I'm going to tell you a little bit about Mary Kay!

A little bit about me!

And a lot about Skin Care!

At the end, I will meet with each of you individually for a private consultation so that I can customize YOUR needs & get your opinion!

**Plus, the great thing is that if you fall in love with something you try you can take it home with you tonight because I have a full inventory of products with me – isn't that great!**

### **First let me tell you a little bit about me:**

My name is \_\_\_\_\_ and I have been teaching skin care with Mary Kay for \_\_\_\_years.... **I am building my own unit in this area and I am looking for a few key people to do what I do: teach skin care. I work part time for full time pay. I am my own boss, and I schedule my own hours. If you are intrigued after our time together today, I would love to send you home with some more information.**

### **Now let me tell you a little bit about Mary Kay!**

Mary Kay Ash started her company 50 years ago to Enrich Women's Lives! It is a privately held – debt free company – isn't that impressive? Today, Mary Kay is in over 37 countries worldwide. Mary Kay has been the #1 brand in skin care and color cosmetics for 14 years!!!

### **NOW ARE YOU READY TO GET STARTED!!!**

First we are going to start by pampering our lips!

**Bubble #1:** Satin Lips Mask: Leave on 20 seconds. Exfoliates

**Bubble #2:** Satin Lips Balm: Hydrates up to 6 hours.

### **NOW WE ARE GOING TO TRY OUR POWERHOUSE SKIN CARE**

Did you know that there are 5 Essentials steps to taking care of your skin? Anyone know the steps?

1. Cleanse
2. Exfoliate
3. Tone

4. Moisturize
5. Protect

For every day that we don't do those 5 things we are aging our skin 12 days!

Mary Kay makes it easy for use to do all those things PLUS provide our skin with 11 Age-Defying benefits in 3 simple steps – 90 seconds morning & night – that's with the Miracle Set which we are going to try tonight!

**Bubble #3:** 3 in 1 Cleanser: Cleanses, exfoliates, tones & tightens all in one! Microbeads that gently exfoliate and botanicals that tone.

Make sure to always go in an upward and outward motion when working with your skin because we all know that GRAVITY PULLS ON US 24/7. It pulls on our FACE, BOOBS, & BUTTS and that's why we're always pushing them up!!!

Day and Night Solution: MK developed these 2 products to work together to help fight the battle against wrinkles.

Night Solution (test on the back of their hand) – this helps your skin reproduce the collagen that it has lost throughout the day. The tiny little Nutribeads are vitamin-packed that help with the skin's renewal process. Does anyone know at what age you start to lose the collagen in your skin? No at 16! So you are never too young or old to start taking care of your skin.

**Bubble #4:** Day Solution: – put on face. Has SPF 35 to protect against UVA/UVB rays. This is energy for your skin and has calming peptide to help relax expression lines.

**Bubble #5:** Age Fighting Moisturizer: Moisturizes and hydration for up to 10 hours. It has powerful antioxidants that guard against free radicals. Did you know that a lack of firmness is caused, in part, by the loss of moisture? Important for Combo/oily skin to moisturize too & this formula is a great light moisturizer for Combination skin and it has oil mattifiers in it too to help absorb oil throughout the day!

Okay, let's review what we did today. We did our 3-in-1 cleanser with moisturizer...think of this like brushing your teeth...you need to do this every morning and night. Then, we added our day and night

solution....think of this as flossing your teeth....very important to do every day. Together the set is called our Miracle Set.

\*\*\* If you didn't have them remove their eye makeup in the beginning then do it now with the Oil-Free Eye Makeup Remover\*\*\*

**Bubble #6:** TW Firming Eye Cream: Fights the appearance of fine lines and wrinkles around your eyes, firms, brightens and moisturizes! When working around your eyes...always remember to use your ring finger because it is the weakest finger on your hand and the skin around your eyes is the thinnest skin on your face.

Shhh.....do you all want to know a secret?

**Bubble #7:** Foundation Primer: Best keep secret of the STARS! Helps diminish the appearance of pores, fine lines and wrinkles. Provides a flawless look and extends makeup wear. Now in order for this product to be the most effective you want to let it sit for a minute or two before we put anything else on so now we are going to play a quick game where you can earn some more tickets!

**PLAY TICKET MARKETING or MRS CAB!**

**Bubble #8:** Concealer: dark circles and spots, blemishes etc. Use ring finger or brush.

**Largest Bubble:** Foundation: Final step gives flawless finish and protects your skin.

DOESN'T YOUR FACE FEEL AWESOME? AND THAT'S AFTER ONLY ONE USE!

Now, we are going to have some FUN with a Dash Out the Door Look

Use Cream Eye Colors – Beach Blonde and Iced Cocoa followed by mascara, cream cheek color and lip gloss.

**TURN OVER PROFILE CARDS** & ask them to fill out the questions on the back -- “On the right hand side is a spot where you can refer me to your girlfriends who would love a complementary pampering session with me curtsy of you – Referrals are such an important part of my business & so for every name & number you give me I will give you a ticket for our drawing for prizes!”

**THINK PINK FORM** – hand out & ask them to fill it out & raise their hand when done --- Pick up trash & pack up mirrors while they are completing the forms

Finish with Satin Hands.

Have everyone pay each other a compliment.

### **Table closing:**

I would love to introduce you to the “I DESERVE IT ALL” BAG because don’t we all deserve it all! In here is everything we did tonight but first let me tell you all about this awesome bag!

Unroll the bag holding the top hanger – This bag is great because it will hang on the back of a bathroom door or towel rack & keep all your products organized and off of the bathroom counter! Plus all the pockets are clear so you can see everything that is in there! The zippers are on the top too so you can leave them open if you want. Plus if you are running late or heading to the gym you can just pull off the pocket & throw it right in your bag – then put it back on when you get back!

So the great news is that there are 3 different ways each of you can get this bag for FREE tonight – do you want to know how?

Let me walk you through everything we did tonight first then I will tell you how you can get this bag FREE tonight!

First, we started & ended with the Satin Set then we pampered our face with that awesome Miracle Set that I have right here (point to pocket the Miracle Set is in) -- We call this our 10 year pocket – do you know why? Because your skin is going to thank you in 10 years for taking care of it today! We can always buy more clothes, more hair & more nails but we can’t buy more skin & when you walk in a room your face is the first thing people notice so it is important that we invest in good skin care!

Then walk them through the rest of the sets used.

Now you want to know how you can get this Awesome Roll-Up bag for Free right? There are 3 ways so the First is over to the right hand side of your placemat – If you loved everything you tried tonight then You Deserve it All Girl & so if you choose any 6 sets you will get your last set FREE + the bag FREE! So you can get over \$80-\$90 in Free Mary Kay tonight! Or you can choose any 4 Sets & you will get the bag FREE from me.

The Second way you can get your bag for Free is when you have 3 or more girlfriends join you for your second appointment for that Customized Mineral Glamour Makeover then you get the bag for FREE from me at that appointment plus some great hostess benefits as well!

Third way you can get the bag for FREE is if you decide "you know what after hearing all that great information about this opportunity for \$100 bucks why not give this a shot" – You decide to sign your beauty agreement tonight & you will get the bag as a gift from me!

I have a bag customized for each of you! Hand out. Begin by selecting one by one people to come in to do their private consultation in the designated closing area. Be sure she brings all her paperwork and her rollup bag.

PRIVATE CLOSING Put this list taped in a folder and put at your closing station/area

1. **Ask** – "Did you have fun tonight"? Do you love how your face feels? What was your favorite part? So do you Deserve It All or are you thinking you are going to choose some custom sets to take home with you instead?

2. (STOP TALKING – answer her questions & take her order)

- "\_\_\_\_\_, I see you didn't get everything you wanted today. If I could show you how to get it for ½ price or free, would you want to hear more?"
- "If you have a few friends join you at your check-up appointment, you can earn lots of free & 1/2 price stuff."
- **Book** – What works best for you the beginning of the week or the end? (then give her choices between two days....6 or 6:30.

3. "Oh! There's one more thing I almost forgot! The company has asked me to ask 5 sharp women this week to give me their opinion of our marketing plan. I would love to have yours! Would it be okay if I gave you this packet of information and ask you to listen to a Hotline or watch a video link. It is only 15/20 minutes long and it would really help me out. Plus, your name would be entered for a chance to win a Coach Purse." (book a date and time to follow-up with her in the next 48 hours)