

Welcome & Introductions!

The first thing that I would like to do is to thank you all for taking the time out of your busy schedules to be here. Let's go around the room~tell us your name, how you know the Hostess, and if you've ever tried MK before, what is your favorite product.

GIVE EACH PERSON A POWER CLAP!

***If they haven't tried MK before, what are you most excited to learn about today?

***If they have tried MK before, ask if they already have a consultant they are working with.

Here's our Class agenda...our class has 3 parts:

1. I'm going to tell you a little bit about Mary Kay and about me
2. We will pamper the heck out of you by doing a fun facial!
3. I will meet with you individually at the end to get your opinion of today and send you home with anything that you absolutely fell in love with, sound good?!

Ticket Game:

We are also going to play a fun game—the Ticket game!

You can earn tickets a few different ways:

1- By just being excited!

2—By guessing the answer to a question that I ask you

3- By asking a question OR

4-Every time I say the word, “FREE” if you raise your hand and scream, “IT'S FOR ME” first you will receive a ticket for that also. At the end we'll draw from the tickets and one of you will earn a gift. So let's practice,

WHO LOVES FREE STUFF?!?

Would you open your Beauty Book to the first page~

About Mary Kay Ash

How many of you knew that Mary Kay Ash was a real person? The reason I ask is because I don't know if you've heard, but Betty Crocker is not a real person. She is a made up person for their company!

Mary Kay Ash was an amazing woman who started our company back in 1963 because she wanted to give women an opportunity that could enrich their lives. She recognized at the time that women needed an opportunity where they could achieve financial success while balancing their lives around the values and priorities they held most dear.

When Mary Kay started our company, she built it around two philosophies. The first philosophy is the Golden Rule—For a ticket, can anyone tell me what the golden rule is?

***Do unto others as you would have them do unto you.

The second philosophy that Mary Kay built the company around is Faith First, Family Second, Career Third. Mary Kay Ash wanted us to be able to prioritize our faith and our families before our careers. She felt that living your life in this order works, and nothing but that order works!

Another fun fact to share~ There was a survey done where they voted the Most Influential Male Entrepreneur and the Most Influential Female Entrepreneur in the 20th Century. Guess who was voted the Most Influential Male? ***Henry Ford!

Now guess who was voted the Most Influential Female? ***Mary Kay Ash! Just so you see how prestigious of an award this is, guess who was second right behind Mary Kay?

*** Oprah~ and she only had half as many votes as Mary Kay did!

When Mary Kay actually started the company, she started it after she retired from a full fledged career in direct sales. After she retired, she sat down and she was going to write a book about how women in corporate America should be treated. She sat down to make a list of all the things she liked about her experience and all of the things she did not like, and what she essentially realized is that she had a business plan!

Mary Kay started the company with only \$5000 in her savings account! Her lawyer and her accountant told her that the business would never work and that she was “thinking like a woman!!!” She decided to start it anyway and thank goodness she did because that \$5000 has now grown into a multi-billion dollar, debt free company that is marketed in over 40 countries worldwide!

LET'S GO AHEAD AND GIVE MARY KAY ASH A POWER CLAP!

Now...about our company and products...Please open your book to pages 4-5

Mary Kay has been the #1 Best-Selling Brand of both skin care and color cosmetics for 17 consecutive years. Our main competitors are great products like Clinique, Estee lauder, and Lancome, yet our prices are about 30-50% less than theirs. For example, guess what Estee Lauder's foundation is currently selling for (\$34). Mary Kay's foundation is the best on the market and it sells for only \$20!!!! Mary Kay uses the highest grade of all ingredients in our products and spends millions of dollars to ensure they meet the highest standards of quality, safety, and performance. The ingredients we put in our products will keep you looking beautiful and ageless forever! You may be sitting there thinking, how is Mary Kay able to be so great yet so affordable? Here's why: If you take a company like Estee Lauder, you have Estee Lauder the company, you have a distribution center, then a regional manager, a district manager, a store manager, an assistant manager, and then the actual employee that is selling you the product. Every time you add a layer in that process you have to add price. In Mary Kay, we have Mary Kay the company, we have our Mary Kay consultant, and then we have our Mary Kay customers. As our Mary Kay customers, isn't it awesome to know that you don't have to pay a load of overhead on your products?!?

- Any animal lover's here? Mary Kay was the first company not to test our products on animals. We always joke that they test on their sales directors instead!
 - Next I am excited to share about one of my favorite things that we offer our customers~the 100% Satisfaction Guarantee.
 - Basically how this works, is let's say that you fall in love with something here today. Let's say that you fall in love with our Miracle Set. Mary Kay the company guarantees that if you use our Miracle Set for 8 weeks you will see an 83% reduction in fine lines and wrinkles. So let's say you take home our Miracle Set today, and use it for the next 8 weeks, and after 8 weeks you aren't seeing any difference in your skin whatsoever! What you can actually do is call me, your consultant and say, "Hey! This miracle set is not working for me! I want to exchange it for something that will work better for me!" I would like for you to hold your pinkies up and pinky swear that you will never feel bad about returning a product that doesn't work for you! The reason why there is no need to feel bad is because I'm backed 100% by Mary Kay. All I have to do is go online and fill out some information, and Mary Kay will send me a brand new product of whatever you returned to me for free. PLUS, most women I meet have what I call a Cosmetic Graveyard~a drawer full of buying mistakes! Maybe you were at the store and saw a lip color that you thought would just look slammin' on you and when you got home and put it on, you looked in your bathroom mirror and thought, "Wow! This is not for me!" Well at that point in the process you don't want to just throw that lip color away because that is like throwing money away! So instead you stash it in the little drawer for someday when I dye my hair, get tanner, or have the perfect outfit—but really that never happens! So what are you going to do if that is a Mary Kay product???
- ***CALL ME!!! How many of you are excited to know that you never have to make another buying mistake ever again?!?

The last thing about our company that I'd love to share about is The Mary Kay Foundation. This charitable foundation donates millions of dollars each year to support research to find cures for cancers that affect women & also supports the fight against domestic violence. *(In our area alone~The Mary Kay Foundation donated \$20,000 to the Green Bay Woman's Abuse Shelter!)*

LET'S GIVE MARY KAY THE COMPANY AND OUR PRODUCTS A POWER CLAP!

3 things

Now that you know a little bit more about Mary Kay Ash herself and Mary Kay the company, I'd like to share with you 3 things that I am looking for today and I truly believe that each one of you will fit into at least two of these three categories.

1. The first thing I am looking for is a happy customer, so what I'm going to ask you to do is to try our products today and if you love them, I would be honored to be your beauty consultant. Let's talk about all of the benefits of having a Mary Kay Beauty Consultant! First of all, I love to spoil my customers rotten because the truth of the matter is that I would not be in business if it weren't for my incredible customers. Every time you reorder your products, I will always throw in a fun, FREE gift! When you need your products delivered I will always deliver them for FREE! If you ever need your products shipped I will always do that for FREE also!

2. The second thing I want to let you know is that this is the first of two Mary Kay facials that you are entitled to. This is what we call a Skin Care facial, so what I am going to do is teach you all about skin care and taking care of your face. Do you all know what the largest organ in our body is? *****SKIN! Someone very wise once said that your skin care will make you look good 10 years from now whereas your color will only make you look good 10 minutes from now, so before we can even begin talking about glamour we first and foremost must be like an artist and get our canvas ready to paint on! Now you are also entitled to a FREE color consultation too, and this is just a load of fun! On your customer profile, you filled out all of your personal qualities—what I am going to do is take that information, punch it into my computer, and we have makeup artists at Mary Kay that are going to design a look just for you and those are going to be the colors that you will get to try at your color consultation. There isn't a bigger compliment you can give me than to share your color consultation with 2-5 friends or family members, and when you do that you will have the opportunity to earn a load of free product. Who here could get excited about earning a load of free products?!? I will tell you about how you can get free products today and free products later at the very end!

3. The third thing I'm always looking for are women who want more, need more, and are willing to do the work because I am willing to teach them. I am looking for women who want to make about \$25-\$75 or more an hour teaching skin care. Mary Kay Ash always said, "there is AT LEAST one new beauty consultant waiting to be discovered at every skin care class" and I can't wait to see who she's going to be today! Just listen and watch me today and as I am talking if you start to think, "I could so do what she's doing!" just let me know at the end and I'd love to share the facts with you about how we make our money.

MRS. F.Q. CAB

M- Money
R - Recognition
S- Self confidence
Personal growth

F - Friends
Q-Quality of
product

C - Career car
A - Advancement
B - Be your own
boss

Dream Book!

So now that you know all about Mary Kay Ash herself and our products, I am going to tell you a little bit about me—where I've come from, where I'm going, and the people that mean the most to me in my life.

Have any of you heard of a dream book before?

Creating a dream book is one of the first things a brand new consultant does when she comes into Mary Kay because it's actually proven that 98% of people do not set goals and don't have dreams. It's also proven that 98% of people are not where they want to be in their lives so it's obvious that those that set goals and have dreams create exactly what they are looking for in their lives.

The Miracle Set~

Are you all ready for your fun facial?!

The most important set that we are going to try today is called our Miracle Set! Can we all say, “Miracle Set?!”

Our Miracle Set can be broken down into two different components. There is a PREVENTATIVE component and then there is a CORRECTIVE component. Right now, if you are sitting there thinking, “I look good! I don’t want to look any worse, I just wanted to continue looking as beautiful and ageless as I do now, all you would need would be our preventative components which would be a Cleanser, Moisturizer, and Foundation. So in the morning, you would Cleanse your face, apply a Moisturizer, and then apply your Foundation. In the evening, you would Cleanse and then Moisturize.

However, if you are thinking, “Maybe I have some unevenness to my skin, or maybe I have a few wrinkles here and there, or maybe I’m out in the sun a lot, or maybe I’m currently out in the sun a lot.” If any of those thoughts are going through your mind I would strongly recommend you stick the corrective components in your routine~

The Day Solution and Night Solution. (Explain skin care routine)

Now I know what you are probably thinking. You are probably thinking, “You must be nuts! I’m going to have to wake up one hour earlier in the morning just to wash my face!” I promise, it is not the case at all—using the miracle set will take you approximately a minute in the morning, and 30 seconds at night.

Next, let’s take what I call The Happy Customer Oath, so everyone raise your right hand and please repeat loudly after me!

I promise...that I will take....a minute and a half...every day...to make myself...look....and feel...beautiful....because...I DESERVE IT!!!

So what we are going to do is literally pretend that it is morning and we are getting our face ready for the day. Does anyone remember what our first step in the morning is?!

Time Wise 3 in 1 Cleanser

Our first step both in the morning and the evening is our 3-in-1 cleanser. We call it our 3-in-1 because it cleanses, freshens, and exfoliates all in one step. If you were to try Mary Kay 8+ years ago, you used to have to cleanse your face, then sit with a mask on your face for 10 minutes at night, and then put a toner on your face. Wouldn't you agree that as women we are far too busy to do all of that?!? That is why we call this line our TimeWise line!

It's very important to wash your face every morning when you wake up and every evening before you go to bed~it's actually proven that for every night you go to bed without washing your face you actually age yourself 7 days!

As far as applying your products goes, we always want to apply our products all over our face and all over our neck. There are 3 things on the body that age the fastest on us because they are always exposed~guess what those are?!? Face, Neck, Hands. Lastly, we always want to apply our products in an upward outward motion because gravity is pulling us down and we want to do everything we possibly can to resist gravity!

Go ahead and dip into your top, left hand side of your tray, the 3-in-1 cleanser and put it all over your face, all over your neck in an upward outward motion! (While they are putting their cleanser on their face, wet your washcloths with warm water, ask your customers to rest their head back and put the warm cloth on their face to treat them to a relaxing spa moment)

Microdermabrasion Go ahead and pick your face up and wipe the 3-in-1 cleanser off your face. Next I am going to treat you to our Microdermabrasion Set! Dip into circle #5 in your tray—it's going to feel like little crystals, and do small, circular motions all over your face. This is the first step of our Microdermabrasion Set, the Refine Step. What it's literally going to do is remove the top, dull layer of skin off of your face. You can only use this twice a week, otherwise it's too harsh for your face, so I would recommend to just pick two days a week and use it on those two days, that way you'll know when to use it, and when you don't need to use it. For example, I use mine on Sundays and Thursdays. This helps your face with many different things—black heads, pore size, aging, acne, and the biggest thing Microdermabrasion is going to help with is radiance—do you know what radiance means? (Having a healthy glow to your skin? Go ahead and wipe that first step off of your face. If you feel your face, you are going to feel a baby layer of skin. It's very important to add vitamins into that baby layer of skin so the outer layer grows back and is healthy, smooth and beautiful, so go ahead and dip into Circle #6 in your tray, and we are going to replenish the skin!

Day Solution:

Now go ahead and dip into Circle #2, your Day Solution, put it all over your face, all over your neck upward and outward. The Day Solution has an SPF 25 in it. A lot of people don't realize that you can be driving in your car on a day where it is freezing outside, but the sun is still shining. You are still getting exposure to the sun so it is very important to wear an SPF every single day. The day solution also has corrective components, so it will correct any damage or aging that has already been done to your skin.

Night Solution:

If it were nighttime, instead of the Day Solution we would use the Night Solution. We don't want to confuse our face right now though because remember, it thinks it is bright and early in the morning! So go ahead and dip into your Night Solution, Circle #3~put it on the back of your hand or a dry elbow...someplace where it's dry so you can feel how soft and smooth it makes your skin feel. When you look at the Night Solution, do you see those little beads in there? Those little beads are beads of vitamin A, vitamin E, and natural botanicals. When you pump them, they burst so you are sleeping with those fresh vitamins on your skin all night long.

We call our day and our night solution our ProNewal system because the day solution is going to protect your face, and the night solution will renew your face!

TimeWise Age-Fighting Moisturizer

Now, go ahead and apply your Age-Fighting Moisturizer. Moisturizer is the most important component to the prevention of Aging!

The most simple way to stress the importance of moisturizer is to compare our faces to fruit—Do you know what the difference between a grape and a raisin is?! They are the same fruit, except the raisin sits out in the sun and has all of the moisture sucked out of it. If we moisturize our skin morning and night, we will mature and look smooth and glowing like the grape! So every time you're tempted to not moisturize your face, just tell yourself, "I don't want a raisin face, oh no! Oh no!" Let's dip into our Moisturizer in Circle #4, and put in all over our face, all over our neck, upward and outward.

People with Combination oily skin often feel they do not need a moisturizer~ when many times their skin is actually dehydrated. That is why it is so important to use a moisturizer~ as there is a big difference between oil and moisture, moisture Hydrates the skin. Our Combo/Oily formula is oil free, and helps to prevent shine!

Next we are going to try two of our most popular eye creams~Firming Eye Cream and Targeted Action Eye Revitalizer. The eye area is a very important area on our face that cannot be ignored! The area around our eyes is actually four times less dense than the rest of our face so it is usually the first area that starts to age first. Any time we do anything around our eye area we always want to use our ring finger, because it is the weakest finger on our hands. Both of these eye products will help with dark circles—The Firming Eye Cream will also help with aging around the eye area. The Eye Revitalizer, on the other hand, will also help with puffiness. Apply by starting at the bridge of the nose, go underneath the eye area, up into the crows feet, and then over the eyelid.

*Eye Revitalizer~Roll it on their finger.

*Firming Eye Cream~Circle #7

Foundation

Next we are going to use our foundation! Foundation is one of my favorite things to talk about because I believe if a woman doesn't wear foundation it is because of one of two reasons:

1. She doesn't know why it's important and
2. There are a lot of women out there not wearing their foundation real cute at all! They are wearing it super cakey, or they are wearing the total wrong shade. When we matched your foundation earlier, I wanted to make sure I matched it perfectly to your skin tone because the last thing I'd want to happen is for you to walk out of here with an orange line on your face and then to go around and tell everyone you just had this great Mary Kay facial! That would not make me look good AT ALL!

Foundation actually serves a purpose. I always say you can wear protection or pollution. What foundation does, is it protects your face from all of the dirt, grime, and bacteria in the environment.

(Feel free to share Marni's New York City Story)

Was in New York, where the air is super dirty. We were walking around all day long. When we got back to our hotel at the end of the night, went to wash face—dried face off on towel and was completely disgusted. Not only did foundation come off on towel, but a whole lot of dirt came off also. If I wouldn't have worn my foundation that day, all of that dirt would've sucked into my pores and I would've waken up with a horrible breakout the next morning. If you are not prone to breakouts, what that dirt does is it sucks into your pores and that's what causes us to age and get an uneven skin tone!

Our foundation is lightweight, so it barely feels like you are wearing anything! It is layerable, so if you are someone who prefers a fuller coverage, you can put one thin layer on, let it dry and then put another thin layer right over.

Mary Kay has the best foundation on the market~the brand that is most comparable to ours is Mac (sells for \$65!) Ours sells for \$20!

When we do your color appointment, I will teach you an awesome way of applying your foundation with a brush! For today, though, we will use our hands!

Customized Skin Care/Satin Hands and Satin Lips

There are two more sets that we are going to pamper ourselves with~ The satin lips set and the satin hands set! Both can be used two times a week! I'm sure you've noticed by now that there are two main themes as far as a proper skin care routine goes—Exfoliating and Moisturizing.

Satin Lips:

Lip Mask exfoliates any dry dead skin cells. (Like Microdermabrasion for our lips)
Lip balm hydrates for up to 6 hours! The big thing you should know about lip balm is that there are a lot of them out there that are not very good at all! What they do is moisturize our lips, but ultimately they just dry them out so you want to keep applying them. Anything that ends in “ohol” you don't want in your lip balm.

Satin Hands:

Extra Emollient Night Cream-hydrates the skin, can be used on feet or hands at night with gloves or socks.

Satin Hands Smoothie— exfoliates & cleans~ smells like a tropical vacation!

Hand Cream-seals in the moisture~ like a satin glove!

If you love Satin Hands on your hands, you'll love it even more on your feet—it is an amazing pedicure you can do in the beauty of your own home!

Recap/Compliment Game/Color Consultation Reminder

Basic Set-Cleanser, Moisturizer, Foundation

Miracle Set-Cleanser, Moisturizer, Foundation, Day/Night Solution

(Remember, day solution goes before moisturizer because we want the SPF closest to our face so it protects our face. Because we are using the day solution first in the morning, we will use the night solution first in the evening!)

Eye Creams-

Firming Eye Cream-helps with dark circles and aging

Targeted Action Eye Revitalizer-helps with dark circles and puffiness

Microdermabrasion-Use 2 times a week (Sundays and Thursdays), exfoliates skin to help with blackheads, larger pores, aging, acne, and radiance















Play Compliment Game-Have guests give each other a compliment about their inner and outer beauty!

YAY! Now that you know all about skin care and taking care of your face, are you excited to play with color at your color consultation?!? We will make sure we get that set up before you leave!



Create Your Own Roll-up Bag



<p>#1 Timewise Basic Skin Care Set</p> <p>Timewise 3-in-1 Cleanser (\$18) Timewise Age-Fighting Moisturizer (\$22) Timewise Liquid Foundation (\$20)</p> 	<p>#2 Timewise Day and Night Set</p> <p>Timewise Day Solution SPF 25 (\$30) Timewise Night Solution (\$30)</p> 	<p>#3 Primer Set</p> <p>Eye Primer (\$12) Timewise Age-Fighting Lip Primer (\$22) Foundation Primer (\$16) Liquid Foundation Brush (\$10)</p> 	<p>#4 Microdermabrasion Set</p> <p>Step 1: Refine Step 2: Replenish (\$55)</p> 	<p>#5 Replenishing Serum +C</p> <p>Timewise Replenishing Serum +C (\$55)</p> 
<p>#6 Even Complexion Set</p> <p>Timewise Even Complexion Essence (\$35) Timewise Even Complexion Mask (\$20)</p> 	<p>#7 Satin Set</p> <p>Satin Hands Set (\$34) Satin Lips Set (\$18)</p> 	<p>#8 Flawless Face Set</p> <p>Mineral Powder and Cosmetic Powder Brush (\$28) Facial Highlighting Pen (\$18) Concealer (\$10)</p> 	<p>#9 Youthful Eyes Set</p> <p>Firming Eye Cream (\$30) Eye Revitalizer (\$35) Oil-Free Eye Makeup Remover (\$15)</p> 	<p>#10 Acne Fighters Set</p> <p>Velocity Facial Cleanser (\$10) Blemish Control Toner (\$13) Acne Treatment Gel (\$7) Velocity Lightweight Moisturizer (\$12)</p> 
<p>#11 Timewise Body Care Set</p> <p>Timewise Body Hand and Décolleté Cream SPF 15 (\$18) Timewise Body Targeted-Action Toning Lotion (\$28) OR Timewise Body Visibly Fit Body Lotion (\$22)</p> 	<p>#12 Finishing Set</p> <p>Ultimate Mascara (\$15) Eyeliner (\$10) Lip Gloss (\$13) Lipstick (\$13)</p> 	<p>#13 Travel Set</p> <p>Travel Sized Miracle Set (\$44)</p> 	<p>#14 MK Men Skin Care Set</p> <p>MK Men Face Bar (\$14) MK Men Moisturizer Sunscreen SPF 25 (\$22) MK Men Shave Foam (\$10) MK Men Cooling After-Shave Gel (\$14)</p> 	<p>#15 Design Your Own Set</p> <p>Choose your own selection of products totaling up to \$55!</p>

Create A Roll-Up Bag Placemat

Put 3 Sheets in front of each guest:

- 1.Create a Roll-Up Bag Placemat
- 2.Create a Roll-Up Bag Order Form
3. Half Back Hostess Rewards Program Form

Next, I will share an incredible sale that we offer our first time customers! Before I tell you about the sale, look at me and I am so excited to show you this amazing bag you can get for free today!

ROMANCE TRAVEL ROLL-UP BAG! It's called our travel roll-up bag because it rolls up and you can travel with it. Or it opens up and you can hang it in your bathroom, lay it on your countertop. Otherwise, if you are going camping for a weekend or going to the gym and you don't want to take your whole travel roll-up bag with you, each of these pockets rip off! There is actually a designer who designed a bag similar to ours that was retailing for \$80. Ours retails for \$30, but you could actually get this bag for free today! Who could get excited about getting this bag for free?!

The first thing I am going to have you look at is the Create a Roll Up Bag Placemat. On this placemat, you will see everything that we tried today, plus a lot more of our product line. Basically, everything is broken down into sets/squares. Let's go over the sets we tried today:

- 1-TimeWise Basic Set
- 2-Day/Night Set
- 4-Microdermabrasion Set
- 7-Satin Set~Satin Hands/Satin Lips
- 9-All About Eyes Set

The reason why we created this is because what we were finding is that every person has different skin care needs. Wouldn't you agree that you have totally different skin care needs from the person sitting next to you, or your mom, your sister, or your best friend? This placemat allows you to totally customize a bag just for YOU!

Create Your Own Roll-Up Bag

Princess Roll-Up Bag - \$209

Select any 4 sets

Up to \$51 in savings plus FREE (\$30) Travel Roll-up Bag

Selection 1 -----

Selection 2 -----

Selection 3 -----

Selection 4 -----

Queen Roll-Up Bag - \$309

Select any 7 sets

Up to \$122 in savings plus FREE (\$30) Travel Roll-up Bag

Selection 1 -----

Selection 2 -----

Selection 3 -----

Selection 4 -----

Selection 5 -----

Selection 6 -----

Selection 7 -----



Create A Roll-Up Bag Order Form

There are 2 different kinds of bags that you could get. The first option is the Princess Bag. The Princess Bag allows you to choose any 4 sets/squares on this placemat. You would save \$51 on your product, plus you would receive the \$30 travel roll up bag for free! So let's go ahead and play for fun. If you were going to choose any four squares, which four would you choose? And I'm going to play along! If I were spending your money, I would choose sets 1, 2, 4, and 9! Go ahead and take a few seconds to make your selections!

The second bag is the Queen Bag. The Queen Bag allows you to choose any 7 sets. You would save \$122 on your product, plus receive the \$30 travel roll up bag for free. Go ahead and add 3 more sets that excite you!

What are the Advantages of Sharing Your Color Makeover with a Couple Friends?

MEGGA Half-Back Hostess Rewards Program

Earn half of what you purchase tonight as your hostess credit when qualified.

Half-Back Hostess Rewards Earned \$_____

To qualify for your half-back rewards:

- 1. Hold your class on the original date scheduled (Must be less than 30 days from today!) ____ / ____ / ____*
- 2. Have 2-5 adult guests in attendance.*

Half Back!

Okay ladies, here is the BEST PART YET! Remember earlier, how I mentioned you can earn a load of free product when you share your color consultation with 2-5 friends or family members?! Well, here's the deal:

Think, "Half Back!" Basically how this works, is whatever amount you purchase today, you will receive exactly half of that amount back in to free product at your color consultation when you share it with 2-5 friends or family members. So for example, if you went home with a Princess Bag, how much free product would you receive at your color consultation? (\$104.50) If you went home with a Queen Bag, how much free product would you receive? (\$154.50)

The best thing I can tell you ladies from the bottom of my heart is to find a skin care line that works for you and stick with it. I meet so many women that are so frustrated with their skin care needs because they will use a cleanser from one skin care line, a moisturizer from another, and if they even use foundation it may be from a totally separate line. When we do that, we literally have an explosion going on, on our face—it's called chemical warfare! All of the ingredients in your products are formulated to work together. I always say if it's Mary Kay, that's great~if not, that's great also. This is just an awesome way for you to stock up on some of our incredible products at such an affordable deal!

I do take Visa, MasterCard, Discover, American Express, Check and Cash. I also offer payment plans—I totally understand that finances are personal and I am definitely willing to work with you. AND I have everything with me here, so anything you fell in love with, you can take home with you today!!!!

Alright, we are done! Is anyone in a hurry to get out of here? (When someone raises their hand) Okay, I will meet with you first! Let's grab the Placemat, Roll Up Bag Form, and Half Back Sheet, and head over here!

(If no one raises their hand) Okay, who wants to go first—for a ticket?! (Or, just pick someone!)