

1. **Welcome**, thank hostess, and give her thank you gift.
2. **Introductions**
 - a. Name, family, occupation
 - b. How do you know the hostess?
 - c. One thing you've heard or you know about Mary Kay.
3. **Invite to be my customer**—if you decide to be my customer
 - a. If you don't already have one, I'd love for you to choose me.
 - b. Look books regularly
 - c. Birthday discount
 - d. Cycle classes—see me every 3-4 months when you run out
 - e. Know my name—not short fat blonde girl! :)
 - f. Courtesy call—“This is Donna Bayes with Mary Kay. Do you have a quick minute? I'm just calling to see how your products are going and if you need anything.” If you do, great, if you don't, that's great, too! Just doing my job!
4. **3 things we're going to do**
 - a. **1st Thing**—Focus on Skin Care—try some new and exciting products
 - b. **2nd Thing**—Basic Glamour—safety makeup to get you home; if you get stopped, you're cute enough to get out of it.
 - c. You'll get a chance to schedule a **1 on 1 color appt** with me where we will go into advanced glamour techniques that we won't be doing to night

1. **Welcome**, thank hostess, and give her thank you gift.
2. **Introductions**
 - a. Name, family, occupation
 - b. How do you know the hostess?
 - c. One thing you've heard or you know about Mary Kay.
3. **Invite to be my customer**—if you decide to be my customer
 - a. If you don't already have one, I'd love for you to choose me.
 - b. Look books regularly
 - c. Birthday discount
 - d. Cycle classes—see me every 3-4 months when you run out
 - e. Know my name—not short fat blonde girl! :)
 - f. Courtesy call—“This is Donna Bayes with Mary Kay. Do you have a quick minute? I'm just calling to see how your products are going and if you need anything.” If you do, great, if you don't, that's great, too! Just doing my job!
4. **3 things we're going to do**
 - a. **1st Thing**—Focus on Skin Care—try some new and exciting products
 - b. **2nd Thing**—Basic Glamour—safety makeup to get you home; if you get stopped, you're cute enough to get out of it.
 - c. You'll get a chance to schedule a **1 on 1 color appt** with me where we will go into advanced glamour techniques that we won't be doing to night

1. **Welcome**, thank hostess, and give her thank you gift.
2. **Introductions**
 - a. Name, family, occupation
 - b. How do you know the hostess?
 - c. One thing you've heard or you know about Mary Kay.
3. **Invite to be my customer**—if you decide to be my customer
 - a. If you don't already have one, I'd love for you to choose me.
 - b. Look books regularly
 - c. Birthday discount
 - d. Cycle classes—see me every 3-4 months when you run out
 - e. Know my name—not short fat blonde girl! :)
 - f. Courtesy call—“This is Donna Bayes with Mary Kay. Do you have a quick minute? I'm just calling to see how your products are going and if you need anything.” If you do, great, if you don't, that's great, too! Just doing my job!
4. **3 things we're going to do**
 - a. **1st Thing**—Focus on Skin Care—try some new and exciting products
 - b. **2nd Thing**—Basic Glamour—safety makeup to get you home; if you get stopped, you're cute enough to get out of it.
 - c. You'll get a chance to schedule a **1 on 1 color appt** with me where we will go into advanced glamour techniques that we won't be doing to night

1. **Welcome**, thank hostess, and give her thank you gift.
2. **Introductions**
 - a. Name, family, occupation
 - b. How do you know the hostess?
 - c. One thing you've heard or you know about Mary Kay.
3. **Invite to be my customer**—if you decide to be my customer
 - a. If you don't already have one, I'd love for you to choose me.
 - b. Look books regularly
 - c. Birthday discount
 - d. Cycle classes—see me every 3-4 months when you run out
 - e. Know my name—not short fat blonde girl! :)
 - f. Courtesy call—“This is Donna Bayes with Mary Kay. Do you have a quick minute? I'm just calling to see how your products are going and if you need anything.” If you do, great, if you don't, that's great, too! Just doing my job!
4. **3 things we're going to do**
 - a. **1st Thing**—Focus on Skin Care—try some new and exciting products
 - b. **2nd Thing**—Basic Glamour—safety makeup to get you home; if you get stopped, you're cute enough to get out of it.
 - c. You'll get a chance to schedule a **1 on 1 color appt** with me where we will go into advanced glamour techniques that we won't be doing to night

- d. **The 3rd thing**—private time with me at the end of the class to see what questions you have and what products you liked. If you're like me, you like to shop in private. If you want to take anything home with you, then you can. There's no obligation to purchase, but I carry a full inventory, so you may be able to take your goodies home with you today.
5. **Goodie Bag**—go over everything in it
- Bookings for brushes
 - Hostess credit
6. **Share a couple of quick facts about the products**
- #1 best selling brand for 12 years
 - Top Quality products**—what they say, they'll do.
 - Service**—you get me for free! #1 priority is keeping you happy!
 - Value**—afford to get on it and stay on it.
7. **My I story**
- My background—what I did before Mary Kay.
 - How I became involved in Mary Kay.
 - What I love about being a consultant.
 - Watch what I do this evening, and if it looks like fun, then I'd love to give you some information about it after our class tonight.

- d. **The 3rd thing**—private time with me at the end of the class to see what questions you have and what products you liked. If you're like me, you like to shop in private. If you want to take anything home with you, then you can. There's no obligation to purchase, but I carry a full inventory, so you may be able to take your goodies home with you today.
5. **Goodie Bag**—go over everything in it
- Bookings for brushes
 - Hostess credit
6. **Share a couple of quick facts about the products**
- #1 best selling brand for 12 years
 - Top Quality products**—what they say, they'll do.
 - Service**—you get me for free! #1 priority is keeping you happy!
 - Value**—afford to get on it and stay on it.
7. **My I story**
- My background—what I did before Mary Kay.
 - How I became involved in Mary Kay.
 - What I love about being a consultant.
 - Watch what I do this evening, and if it looks like fun, then I'd love to give you some information about it after our class tonight.

- d. **The 3rd thing**—private time with me at the end of the class to see what questions you have and what products you liked. If you're like me, you like to shop in private. If you want to take anything home with you, then you can. There's no obligation to purchase, but I carry a full inventory, so you may be able to take your goodies home with you today.
5. **Goodie Bag**—go over everything in it
- Bookings for brushes
 - Hostess credit
6. **Share a couple of quick facts about the products**
- #1 best selling brand for 12 years
 - Top Quality products**—what they say, they'll do.
 - Service**—you get me for free! #1 priority is keeping you happy!
 - Value**—afford to get on it and stay on it.
7. **My I story**
- My background—what I did before Mary Kay.
 - How I became involved in Mary Kay.
 - What I love about being a consultant.
 - Watch what I do this evening, and if it looks like fun, then I'd love to give you some information about it after our class tonight.

- d. **The 3rd thing**—private time with me at the end of the class to see what questions you have and what products you liked. If you're like me, you like to shop in private. If you want to take anything home with you, then you can. There's no obligation to purchase, but I carry a full inventory, so you may be able to take your goodies home with you today.
5. **Goodie Bag**—go over everything in it
- Bookings for brushes
 - Hostess credit
6. **Share a couple of quick facts about the products**
- #1 best selling brand for 12 years
 - Top Quality products**—what they say, they'll do.
 - Service**—you get me for free! #1 priority is keeping you happy!
 - Value**—afford to get on it and stay on it.
7. **My I story**
- My background—what I did before Mary Kay.
 - How I became involved in Mary Kay.
 - What I love about being a consultant.
 - Watch what I do this evening, and if it looks like fun, then I'd love to give you some information about it after our class tonight.