

Before the Class

*Arrive early to set up (30 minutes).

*Coach the hostess to greet guests and introduce them to you. Have snacks separate from the pampering table.

*Pick out the Queen's look b/f anyone arrives and have her sit at the head of the table nearest to you.

*Meet and greet each guest. Say, "(Guest's name) I am so glad you could make it today!"

As guests arrive"

*Select foundation shade and powder foundation shade (refer to your conversion chart). You might need to cleanse a small area along her jaw line using Oil Free Eye Make Up Remover and a cotton ball. If the first test shade is not right, try a lighter or darker shade. Write her shade on the back of her profile card.

*Have guests fill out their customer profile cards. I explain that I'd like her to fill in all the information. I will add her to my mailing list, she'll receive a discount of ___% on her birthday, and I would be happy to contact her significant other on special occasions/holidays once I have her "wish list."

*Treat guests to Satin Hands

Satin Hands. (Tell the guests it comes with instructions and you'd do this twice a week for constantly soft hands or whenever you want to treat yourself. You can do this treatment anywhere on your body from the neck down!)

Extra Emollient Night Cream is great for your knees, your elbows, your feet. Anything that's really rough. Mix with a bit of water and it seals in the moisture. You can even put it on your eye area at night and see a huge difference in the hydration in the morning.

Buffing Scrub sloughs off all the dead, dull surface skin cells. Once they are dead, they're dead. You've got to get them out of the way so that the cream can really make a difference. This is as important for your face and entire body. Your tendency when you're really dry would be not to put anything rough on your skin but that's when you need it the most!

The Cleansing Gel will help to wash it all off. (Rinse completely under sink with warm water.) Be sure to get it out from under your fingernails. We have the buffing scrub and gel in full size for the shower.

Dry with a paper towel and follow with Visibly Fit Firming Lotion. This lotion firms and tones your skin anywhere on your body from the neck down. (I mention that the Satin Hands set comes with Hand Cream, but this other lotion is a fun treat!)

If you love the way your hands feel, you're going to love the way your face feels!!!

Love on the Queen. Thank her and present her with the 'Queen Pillow' (which turns an ordinary chair into an 'Throne'!) (The Queen has already cleansed, firmed and moisturized her face and put the eye supplements on if this is her 2nd session. She does not have any make up on yet.)

First of all, I just want to say THANK YOU, THANK YOU, THANK YOU to my beautiful QUEEN for opening up your home and inviting me in to share MK with you and your friends!! It's the nicest compliment you could ever give me!!! And, thank you to ALL of you for coming tonite and allowing me to share MK with you and pamper you!!! We are gonna have so much FUN!!!!

I also want you to know that this evening is ALL about you!! This is your opportunity to sit back, relax and just enjoy a girl's night out while getting TOTALLY PAMPERED!! My whole goal tonite is to make you feel soooo good on the outside that you can't help but feel good on the inside! So, I'm putting a protective pink bubble over you so for the next hour it's all about you— you can totally just focus on YOU – is everyone ok with that?!?! GREAT!

Tonite's pampering session is PART 1 of 2!! The Part 1 Pampering Session focuses on creating healthy, glowing skin and Part 2 is all about color!! We'll be doing Part 1 today, and the QUEEN will get to do Part 2!!! But, each one of you will get to do Part 2 with me next time as well!!!

SO, during our pampering session today, you'll get 3 things from me:

First and foremost, we will be focusing on creating healthy skin. And wouldn't you agree that your skin feels and looks better when it's healthy? It's like having a good "face" day everyday!!! We'll focus on the basics for healthy skin and how to keep it simple. The first thing you'll want to do to create healthy skin is use one brand only, from your cleanser to foundation, because they are manufactured and designed to work together. One company does not test their products with another. Therefore, when you mix brands, you may create chemical warfare on your face! Which can result in acne, oiliness, dryness, or damage like lines and wrinkles. Talk about weapons of mass destruction!!

Secondly, you'll get to play with all of our supplements! A lot of women want to know how to get rid of lines/wrinkles, puffiness under the eye, dark circles, or how to shrink pores!! We have some amazing products that you'll get to try that help correct these concerns!!! You'll even get to do your own experiment on one side of your face to see if these products really make a difference for you!

The **third** thing you'll get is my personal attention. I wouldn't be here unless you were here!! You have my undivided attention and I will answer any question or concern for you! And, after we play with all the products, you'll get a personal one on one consultation so I can answer any questions and make any adjustments. My personal goal today is to have you feel better about your skin than ever before.

Now, you'll notice that I won't actually put the products on your face today because first of all, there's a lot of you and only one of me!! But secondly, you know how when you go to a salon, and they do you all up and you look incredible? And, then you buy all the stuff, but when you get home, you can never recreate the look they did in the salon? Don't you just hate that? I don't want you to have that experience with your MK, so today I'm going to teach you and walk you through step by step so that when you're in your own bathroom you'll know exactly how to use your Mary Kay. I'll even send you home with written instructions and pictures, that way you'll know exactly how to recreate exactly what we do today!

Also, just for being here today, you are entitled to a 2nd pampering session as part of my FREE service to you. And, your 2nd pampering session is absolutely CRUCIAL!

#1 ~ Because I haven't met a woman yet, who's tooo pampered! Are you too pampered? Do you have people just lining up outside your door to take care of you? Ok, see ~ That's EXACTLY why we need to get together for Part 2!! :) **#2** ~ I want to make totally sure that you are completely satisfied and totally loving your Mary Kay!!! In fact, MK has a 100% Guarantee on ALL the products, which means if there's a product that you don't totally love, I want it back!! When you give it back to me, I can fix it for you by swapping out a new item with you or worst case scenario, I'll give you all your money back!! And, MK stands behind that guarantee, so when you return a product to me, I return it to MK and she gives me a brand new product!! So, it doesn't hurt my business when you return something! **And #3** ~ at your second pampering session, it's your chance to get to be the QUEEN!

There is nothing better than being the QUEEN!!! The Queen gets special attention, gifts, and FREE product! Now, I'm going to remind you about your 2nd pampering session a million times today because it is an important part of my FREE service to you. So, we're going to play a little game. Are you too sophisticated for games? Is anyone into FREE?? (Begin QUEEN GAME.) Every time I say '2nd pamp. session, the first person to say 'Queen! gets the gift. But it's a traveling gift-so every time I say "2nd Pampering Session" the first person to say "_____" gets the gift. Whoever ends up with the gift, gets to KEEP the gift!!!

Last but not least, I want you to know that you're under absolutely no obligation!! This is your chance to sit back, relax, hang out with the girls, and feel great about your face. However, if you do find that you are tempted, I do carry everything with me so you can take it home with you today and I do accept cash, check, MC, Visa, and Discover, just for your convenience!

We're about to get started but just in case you don't already know, I'd like to share a couple quick facts about the products so that you can feel totally comfortable applying it.

Mary Kay is the #1 Best Selling Brand of Facial Skin Care and Color Cosmetics in the U.S. for 10 consecutive years! Now, I get excited about that b/c I LOVE being on the winning team!!! But, I get even more excited for you, b/c who really wants to wear the #2 brand, right? We all want to look our BEST (nod your head and smile!)

There are 3 things that make us #1:

First of all we are a:

Top Quality Product. We put all of our money into the ingredients, not into advertisements. We voluntarily regulate our products with the FDA Lab. That's important for you is b/c when we say we have an anti-aging product to reduces wrinkles by 48%--we had to prove that in a gov't regulated lab. So, what it says on the box, it will do. Pretty rare, most companies choose not to get regulated b/c the rules are too tough. Also, our products are fragrance free unless we state otherwise; all are safe for sensitive skin; we don't test on animals; and we're non-comedogenic which means we won't block your pores.

Service. Anytime you purchase anything in MK, you get ME and you get ME for FREE!!! I am your Gift with Purchase!!! And, my number one priority is keeping you completely happy with the MK products and with me!! I will be your face girl as long as you'll have me!!! I deliver all your goodies to your doorstep, or if I'm not gonna be in the area then I'll ship them for FREE! And, you can shop with me anytime on my website or just leave me a voicemail!! Bottom line is, I want you to be 100% happy!!! And, remember MK and I stand behind the products 100%!

Now you may be thrilled about quality. Excited about service. But the bottom line is –money doesn't grow on trees, so how much is this all going to cost? Right? You will be relieved to know that the 3rd reason we are #1 is the -

Value. We are less expensive than any department store brands and most drug store brands. And we last twice as long – all of our products are designed to last 4-6 months!! So, that way you afford to get on MK and stay on MK and still have extra money for something else like clothes, shoes or stuff for the house!!!

Ok, now that you know a bit more about our line—Let's get started shall we?

Ok, let's talk about healthy skin!! Wouldn't you agree that when your skin is healthy you feel beautiful? It doesn't matter how little or much makeup you have on, b/c your SKIN looks great!!! It's like having a "good face" day – kinda like a "good hair" day!!!

Now, there are 5 essentials to creating healthy skin.

~**Cleanse** to remove makeup and impurities.

~**Exfoliate** to remove dead, dull surface skin cells. Dead skin just kinda hangs around, which that alone is just a gross thought! But it also has a tendency to settle in your lines and pores and make your skin look dull and old! I KNOW none of us are going for the dull and old look!

~**Freshen** to refine pores. Tones and firms the skin and shrinks pores!

~**Moisturize** to keep your skin supple and hydrated. The more hydrated your skin is, the less quickly you'll show age!!

And finally,

~**Protect** your skin from the environment. Studies show that women who wear foundation, age less quickly! It's your shield of armor against the environment. It keeps the good stuff in and bad stuff out.

Now, that's a lot to do in just 2 minutes in your bathroom, right? So, MK made it more simple for us – we have a great product called Time Wise!! It's called Time Wise for 2 reasons: 1. It saves us time in the bathroom, 2. It saves us the signs of time on our skin!!

First of all there's the 3 in 1 Cleanser that combines 3 steps of cleansing, exfoliating, and freshening all in one easy step!! You massage it into your skin and splash it off and then you're done!! Next we have the Time Wise Age-Fighting Moisturizer, that you smooth into your skin and it will keep you hydrated for up to 10 hours! And, then you follow up with a little foundation to protect yourself and keep all the good stuff in and the bad stuff out! So, now that you more about our line, let's get started!

Flip your mirror to the magnified side and put on your headband. Look closely and feel your skin. (Go around to each person one at a time, get down on eye level and ASK...) Would you say that you are you totally and completely satisfied with the way your skin looks and feels right now? If I could give you the skin of your dreams, how would you love for it to look and feel? (Jot down wishes in line 2 on profile card.)

Ok—the torture is over, you can turn your mirrors over.

From now on draw an imaginary line in the middle of your face and we'll be working with only one side—the side that needs the most help :). We'll call it the "pampered side"! This is where your experiment really begins. And, I'll let you in on a little secret! At the end, I'll let you do the other side so that you look great when you leave AND at your second pampering session, you'll get to do your whole face!

(You can turn to **Page 6-7** for Timewise and **8-9** for Velocity in the beauty book to find notes on the products!)

TIMEWISE will do 3 great things in 1 simple step: cleanses, exfoliates and freshens all at once. (Read the "Results after 8 weeks" on page 6.)

Time Wise Cleanser –Remember how your face feels now. Take your cleanser from the 2nd bubble on the bottom. Go ahead and massage in upward, outward circles all over your face. Avoiding the eye area. You'll want to do this every morning and night! (*Read about 3-1 on **page 7**..."Now you can cleanse...benefits of botanicals")

Lip Mask – apply all over the lips and just outside the edges leaving a white shield. It's important to get the dead skin cells off your lips just like your hands, your body & your face. Get the dead cells out of the way and then the hydration can really make a difference.

(Hand out damp washcloths to remove cleanser and lip mask.)

Feel your face now. Do you feel a difference?

Lip Balm – Your lips may feel smooth now but a bit dry. Put your finger in the center bubble. There's a sheer pink product in there. That's your lip balm. It hydrates up to 6 hours. Contains Vitamins A & E to fortify your lips. Most roll-up kinds of lip balm have alcohol in it. What does alcohol do? Dries. So the more you use it, the more it dries out your lips and the more you use it...etc. It's a vicious cycle!! Creates addiction and you have to buy more! This will not strip your lips' ability to produce its own moisture. (Slip in '2nd pampering session' wherever you see fit.)

Next, we are going to apply a dynamic duo to your skin to firm, shrink your pores, even out your skin tone and permanently reduce and help prevent the appearance of fine lines on the face and throat!! Now, remember, we are FDA regulated, so the results you see here are the same results you can expect on your face!!

(Read the percentages on page 7 and then copy the pic and stats, blow them up and laminate – you can pass around so they can see the difference).

Day Solution – (Put one squirt into their hands.) has SPF 15 which blocks the UVA and as well as the UVB rays. A are the aging rays, B are the burning rays. Not all sunscreens block UVA, the aging rays. So, you may not be burning, but you're still aging. Apply on that ½ of your face on the pampered side.

Night Solution – use the night solution on same side on your neck only. This solution has tiny nutribeads that burst to dispense a highly effective blend of vitamins E and C to effectively heal the skin. They are capsulized so that the activity can occur right on your face and not in the bottle!

Both Day and Night Solutions contain retinoids, a vitamin A derivative that stimulates the production of collagen. As we age, we naturally produce less. So, this is your collagen in a bottle both day and night!

Age-fighting Moisturizer – The 4th bubble on the bottom is your Age Fighting Moisturizer. Go ahead and apply that on your pampered side only, avoiding the eye area. This you'll apply day and night so it can hydrate around the clock. Loss of hydration is a window for wrinkles.

Feel both side of your face again. Do you feel a difference?

This is your personal test to see how using products together can increase the soft and smoothness of the skin. Just so you know, what we've just done would normally take you the time it takes to brush your teeth.

We've just done the basics for healthy skin except for foundation (point to products) but my question is, why would I have this beautiful face and neck, and then eyes giving away my age? The eye area is thinner skin & underneath your eye is the only place on your on your face that does not produce its own moisture. If you don't give it, it doesn't get it. No wonder it's the first place to show signs of age!

If you press your fingers on the table, you'll notice that the ring finger is the weakest finger on your hand. Use it when applying products to your eyes.

Take your ring finger and put it in the cool blue stuff in the top, center of your tray. Apply underneath your eye on the pampered side only. This is...
(Now Queen is doing eye make up.)

Indulge Soothing Eye Mask – It instantly gives 130% increased moisture to the eye, reduces fine lines, wrinkles and puffiness. Also, it can be used throughout the day as a pick me up. It won't disturb your make up. Great for computer users and itchy allergy eyes!! Green Tea works on the wrinkles and cucumber for puffiness.

2nd Pampering Session!

Instant Action Eye Cream – is to the right of the blue stuff. Take your ring finger and apply on that same eye in the same place- underneath and from lash line to brow. This hydrates up to 10 hours, fills in fine lines giving a smoother appearance. It's wonderfully hydrating! Remember, loss of hydration opens the window for wrinkles. Apply morning and night giving you moisture around the clock.

Triple Action Eye Enhancer – put your ring finger in the last bubble at the top right of your tray. It works in conjunction with Instant Action. Apply under the eye and on the lid from lash line to brow. It's called triple for 3 benefits: it diffuses light, giving the appearance of less lines and brighter eyes; has alpha hydroxy to erase fine lines while locking in the moisture you just applied with the others. This product also keeps eye shadow on all day. It stays put. There is no creasing or fading!

Hold your mirror at arm's length and tell me what difference you notice in your eye area on the pampered side! (Ask each one if she can see the difference!)

Turn to your neighbor and tell her what difference you see in her pampered versus her un-pampered eye. You may notice that the pampered eye appears more lifted, more open, less lines. (Let them tell each other.) _____ what did you notice?

** (Start QUEEN on her mascara and eyeliner. If not there yet, time during "Friendship Game".)

Okay, so are we having fun? Do you feel pampered? Great! Well, obviously by now, you can probably tell that I totally love working with women, I love my company, and I love what I do. But, you know, it wasn't always this way...

(Share what you did b/f MK or do now, why you joined and where you see yourself = "I story." ...now I help women to feel great, teach them how to run their own businesses and how to dream again. And I love it!)

Now, Mary Kay isn't for everyone b/c if it was I wouldn't have any wonderful clients like you, but I do have a few questions to tempt you and peak your curiosity a bit. Grab your index cards and Write 'Yes' or 'No' next to 1-4.

(Read Postcard.)

Cut to fit a postcard with the Caddie or Grand Am on it. You can get one from your director.

1. Do you have total financial freedom?
2. Do want to live like you're living now for the rest of your life? Meaning, if in 5 years, you were on the same path, would you be all right with that?
3. Do you have ALL the flexibility in your life that you desire?
4. In what you're doing now, are you getting what you personally need/ want and protecting the things that you value?
Is your emotional cup getting filled?

If you answered no to any of those questions, I just want you to know that MK can help turn those no's into yes's for you, just like it did for me!!!

You've all heard of the Pink Cadillac right? Well, did you know that MK gives away Red Grand Ams and Platinum Grand Prixes? In fact, they give away nearly 200 free cars every single month!! We're the 2nd largest fleet in North America—2nd only to the US government and at least we're a "cute" fleet!!!

Did you know that our marketing plan is taught at Harvard Business Schools in the MBA program!?!

Did you know that last year was our 40th year anniversary and that we've experienced double-digit growth almost every year we've been in business? And, last year was our BEST Year ever with over \$3 billion in sales?

Forbes lists us as one of the TOP 10 Best Companies for Women to Work for in the US—Top 2 reasons why? #1—Corporate Philosophy—God first, Family second, Career third! Now, when's the last time you heard that in Corporate America? And #2— Mary Kay boasts more women making over \$100,000/year than any other company in the US?!

We praise each other to success. We can only climb the ladder if we help others to do the same. And you don't have to wait for an opportunity to open up-it's always available if you want to do the steps to get there. And you can do as much or as little as you want!!

That was just the tip of the iceberg. Keep watching me tonight and if you think you could learn to do what I do or you would love to have a little more fun or \$\$\$ in your life or you're just curious and a little intrigued, let me know and I'll give you the insider's information and you can decide for yourself ~ no pressure, no obligation! Thank you for indulging me and allowing me to share a little about me and MK with you!! Now, we're back to YOU. . . .

Now it's time for a flawless finish! We're still only working on the one side!!

Concealer – is the far right bubble on the bottom. Pat it on any areas that you don't want others to know you have with your cosmetic sponge. And I'm not talking about your Hips or your thighs ;o) Red spots, brown spots, acne scars. If you apply under your eye, only apply ½ way from the inside of your nose over.

Day Radiance – seals in all the good stuff and keeps out the bad. Studies show that women who wear foundation, age less quickly. The wind, pollutants and sun hit the foundation and not directly onto your skin. Apply all over your face now with the sponge. Fingertips have natural oils that can breakdown makeup. If we have the right color, it will disappear. If we have the right formula, it shouldn't feel heavy or weighted. It should feel and look totally natural.

Dual Coverage Powder or Loose Powder– applied with a brush or dry sponge it gives your face a matte, finished look and sets your foundation for the entire day. For today, grab a cotton ball to apply. Conclude with downward strokes as everyone has fine hairs on their face that naturally lay downward.

Are you having fun! Are you learning something new? Aren't you glad Queen _____ shared what we call **The Gift of Friendship** with you today! She gave you the opportunity to enjoy a Girl's Nite Out and a FREE pampering session. When was the last time you got pampered for FREE just b/c someone thought you deserved it? I'm gonna give you the same opportunity to Give The Gift of Friendship to women you know that are over the age of 18 who are over committed, over tired, under pampered and that have a face. Just write your name at the bottom of the sheet. When I say 'go' jot down those w/in a 1-hour radius. When you get 3 names you win a prize (a wrapped mini lotion)— and I give good prizes don't I Queen? When you fill out the entire sheet, you get a really good prize (\$5 gift cert to spend that day). On your mark, get set, GO!! (While they are doing that finish Queen's eyes or straighten up.)

(Read over the Gift of Friendship script off my website: www.julimoreland.com usercode: julie passcode: julie so that you know how to overcome objections!)

***If they are reluctant ask: "Are you not having a good time? Then why wouldn't your friends have a good time? _____, I am in the customer service business and I'm only in business when I have happy customers. Now, what would happen if I were too pushy or made your friend upset, whom would she call? That's right and then you'd be upset, and whom would you call? Me – and trust me, I don't even want to have that conversations!!! So, I promise you can trust me to take good care of your friends – I will treat them with respect and honor, just as I've treated you today!! Your friends will be given the choice of the fun, feel good time you just had. If she doesn't want it, that's ok too. Aren't you glad you were given the choice?"

You can be a 'secret pal' if you prefer for them not to know you gave them this special gift. Simply write Secret Pal next to your name at the bottom of the sheet."

***If they don't have the numbers with them but can get them, get on eye level with her and say: You can participate for the prize if you promise to get those numbers to me tomorrow.

***Call out suggestions of pp they know—daycare, neighbors, church, co-workers...

Now for a touch of glamour!

At your second pampering session you will be able to complete your entire look—but today you'll go home with just enough so that you won't be embarrassed if you've got to make a stop on the way home! You'll notice everyone but our Queen has the same colors: Sunny Spice and Suede. Today we'll do lips and cheeks. Then, we can design your personal look at your 2nd pampering session! When applying makeup you always want to start with your focal point, your eyes, then lips, and cheeks last.

Lipstick – Apply with your applicator or use your fingertip.

Cheek Color – Use your cotton ball—a little goes a long, long way with the cotton ball. At your 2nd pampering session, you will be advised where to apply your blush according to your particular face shape, but today we'll go by the general rule. Place 2 fingertips next to your nose; do not put the color any further on your face than that. Now, place your finger straight across under your nose. Don't put the color any lower than that point. If you apply too much color, you can blend with powder and a cotton ball over the blush in a circular motion. (Demo on the Queen.)

Just so you know, we have other supplements that I did not have time to go over tonight. For example, if you have concerns about Dark Circles, Sun Spots, Acne Scars, Red Rashes, or constant oil throughout the day, I can share these products with you at our 1 on 1 consultation and at your 2nd pampering session.

Okay ladies - let's take off our headbands, fluff our bangs and, NOW for my most favorite part ~ it's compliment time!!! (Go around the table!)

So, did we have fun? Do we feel pampered? Ok, now at this point, women usually ask me 3 questions: how does this come, when can I get it, and how much does it cost? Well, you're gonna be sooo excited b/c you get it all today so that you can take it home with you and recreate the beautiful skin you have right now!! And, just in case you are tempted, I'll show you the different collections we offer and then give you each indiv. shopping time with me!! So, take your Queen Coupon and flip it over - this is your wish list and you might want to jot down some notes as we go. . . .

Those of you who want softer, younger, fresher, more flawless skin ON A DAILY BASIS and would love to turn back the hands of time, jot down Pocket #1 on your wish list! Those of you who are looking for softer, smoother skin from head to toe need a little CPR for your hips, lips and hands ~ so just, jot down Pocket #2 on your list! Those of you looking to brighten and firm the eye area are needing some caffeine for your eyes ~ and that's Pocket #3!! And, Pocket #4 is your Face in a Case - your customized color collection giving you a very polished and beautiful look!!

Ok, now I have a couple questions for you: Who here is a "Bargain Shopper"? I mean, you love a great sale and that's the only time you shop! And, who here is a "Power Shopper"? You either hate to shop so much that you do it all in one place if at all possible so that you can just be done OR you are the kind of shopper that if shopping were an olympic event, you would win a gold medal!!! And, how many of you are "into" FREE?!?! Like, if it's for free, it's for me!?!?! Me, too!! So, here's the deals:

Today, when you purchase Pocket #1, you receive your Cleanser at Half Price!! But, when you select Pocket #1 PLUS any other pocket ~ Pocket #2 OR #3 OR #4 ~ you get your Cleanser for FREE!! And, I've saved the BEST for last. . . . When you select ALL 4 Pockets ~ Pocket #1, #2, #3, AND #4 ~ you've chosen our "I Deserve It All" Collection and it's "In the Bag"!! Which means NOT ONLY do you receive your Cleanser Free BUT you also receive our Signature Collection Travel Roll Up Bag for FREE AND you are eligible to receive your Signature Brush Collection at Half Price!!! So essentially, you receive \$412 for only \$299!!! That's a 26% SAVINGS!!! Talk about FREE! :) And, every collection I just mentioned also comes with a FREE Customer Appreciation Gift, 100% Guarantee on all the products for LIFE, and ME, your personal "face girl" for as long as you'll have me!!

(You will find all the sets on the Makeover Workshop Questionnaire on www.juliemoreland.com user: julie pass: julie click on consultants)

After presenting the I Deserve It All Set, then say:

Now I know what you might be thinking ~ Well, that's great but I didn't come here to spend \$300, thank you very much, where is the door? (they'll all laugh and it releases the tension - turn the bag around or close it up and then get down on eye level with the women at the table **And, I know exactly how you feel ~ when I started with my first MK collection, I was in college and needed to be wise with my \$!! And, ya know, I found that MK was a very wise investment for me ~ b/c MK offered a complete collection - head to toe - and I knew you get BEST results when you use only one brand. And, there was a 100% Guarantee on all the products for LIFE (so I wasn't gonna have products that would sit in that drawer and rot) and I loved the idea of having my own personal "face girl" who was interested in my best interest b/c I was only gonna keep going to her if she took good care of me! And, as I priced out my "I Deserve It All" I realized that it was only gonna cost me 50 cents a day to have flawless, healthy skin head-to-toe and I figured since this is the only skin I'll get for life, 50 cents a day is a pretty great deal!!!**

Remind them about being able to customize their I Deserve It All and about the Half-Back Queen Bonus!! And, then remind them that they will be able to take their MK home with them tonite and we accept cash, check, Visa, MC or Discover and we also have the He'll Never Know Plan - payment plan!!

Hand out the questionnaire, point out the Queen Coupon and give them a chance to fill it out!

Now is the time I promised you that I would meet with each one of you individually. Let's start with _____ and then go right around the table. Bring me your questionnaire, your QUEEN coupon and I'll be giving each of you a Beauty Book so that you know exactly how to use your products in order!!!

Grab the roll bag and go to the separate location you've set up with your sales tickets, calculator, pen, calendar and Look books.)

One on One Consultation:

3 objectives:

- 1- Sell sets
- 2- Book future classes
- 3- Schedule the interview

Sit to her left and mimic her. The way she sits or carries herself. If she is relaxed, you relax. Sit back. If she sits up then you sit up. You have been over her for the last 45 minutes so your eyes need to be lower than her eye level.

1. I really enjoyed you being here tonight! Did you have fun?
2. Did you learn anything? What did you learn?
3. Do you love the way your face feels? (Touch your face.)

I am dying to know-- if money grew on trees, which set would you love to take home tonight? You know your situation better than I do, would you like to splurge on yourself with the I Deserve It All or is just a customized collections with a couple of the pockets more what you had in mind? Either way will be fine with me. (Stop talking and sit in a relaxed position in your chair – you don't want to appear anxious. Don't be 1st to speak.)

THAT'S A GREAT CHOICE! (Write out the sales.) (Look at her profile card to be sure she got the products to meet her personal concerns.) **For your concerns I'd recommend... Did you need mascara? Concealer? Powder ? _____? Great! How did you want to take care of that? Check, cash, V/MC, or Discover? Okay, good.** (Finish the ticket and give her a copy.)

Now, for your second pampering session, which will be better for you next week or the week after? (Get out your calendar.) **Weekdays or Weekends? Beginning of the week or end of the week? Etc.**

Tell me _____, when we get back together for your 2nd pampering session, would you like to do it the really smart and fun way and share it with friends like _____ did tonight? Turn your Pampering Session into a Pampering Social? I think you'd be a great QUEEN! (Again be quiet and don't say a word until she speaks) **And, you'd be getting \$_____ FREE!!! Wonderful. All we gotta do is have 5 of your friends join you and if you start with a guest list of 10, 5 will come. Names written earlier on the Gift of Friendship are a great start.**

Take out Coaching Sheet and fill it out for her. Set date & time to get names, #s and addresses of guest list in 1 to 2 days. Never leave w/o at least a tentative date or a specific time in the next day or 2 where you'll both have your calendar to book.)

Then say.....Now for some women this is a hobby, but for me it's a job. I will be there rain or shine. You can count on me! May I ask the same consideration of you? Great! I love working with dependable, reliable women! We're going to have a great time!

Practice Interviews!

If this is your first time to meet her, I would wait to ask her to listen after her 2nd pampering session. If for some reason, she doesn't schedule a 2nd pampering session, follow up with her later in the week about her products and then ask her to listen to the practice interview - you might scare her off otherwise. And, since you're doing a follow up call, it will show that you really thought about it and her!

QUEEN—definitely ask her to listen—here's what I would say:

Ok, Queen susie, I know this is probably the last thing on your mind, but I gotta tell ya, I really think you'd be good doing what I do and you're EXACTLY the type woman I'd love to work with - now, I know MK is probably not for you, but is there any reason why you wouldn't be willing to listen to the benefits? I would so appreciate your opinion, since you are so classy, and you'll get anything off my shelf for 1/2 off, just for listening! GREAT!!! (Set up 3 way phone call or date to come to the meeting with you as a guest!)

All right, will you send in whoever is ready next? Great! See you _____.