

My Personalized Skin Care Class by Julie Weaver

To help you, the following are instructions on how to hold a class: Opening, Body and Close. I believe this will help you customize your class, making it and your flip chart your very own! My wish for you is that you can learn from the material in this flip chart and adapt this information in to any type of skin care class that you desire to hold. There is no need to memorize the information on these pages, just read it as you do the class page by page. You will learn it as you go along and people looking at this career will be encouraged if they see you "reading" a script, and not thinking they have to memorize the class.

As the actual flip chart pages the company produces changes from time to time, this is meant to be a guideline to follow and is flexible for you to add to or take away from to best suit your needs.

- ◆ The price of success in this business is the Skin Care Class. Read it, Learn it, Master it!
- ◆ A Full Circle Class helps you to maximize your time, giving you the best results.
 - The 3 B's in a Full Circle Class should be your main priority in every class:
 - Basics: Your goal is to sell the Basic Skin Care to every person.
 - Bookings: Your goal is to book at least 2 Classes from every class.
 - Business Partners: Your goal is to book at least 2 interviews from every class.
 - These flip chart notes will help you accomplish the 3 B's at every class!

Assembly Directions (this page does not go in the flip chart)

- 1) Print out all the pages. Cut them out to fit the flip chart page, many of the pages will cover the pictures that show you what they're seeing on the front side and may cover the front side as well.
- 2) On front of page 4, you can tape a picture of the current Star Prize that you are earning, and your Seminar goal or prizes. Pictures of you at MK events are great too! You can attach them to plain paper or card stock and then tape on the front of the flip chart so as to change them out easily as needed. The more personal you make this flip chart the better!

The main thing to realize is, there is not a mistake that you can make that a wash cloth won't fix, so be patient with yourself, have fun and share from your heart! The contents of this class have been a mixture of 20 years of experience, imitation of those who have gone before me and great additions of new ones that have followed. Thanks to all who have contributed to the ideas, photos, wording, examples in this flip chart: Kali Brigham, Linda Toupin, Ruth Hawkins, Tracy Norris, and anyone else I might have borrowed from!

I can't wait to hear about your success from your classes!

Love

Julie Weaver

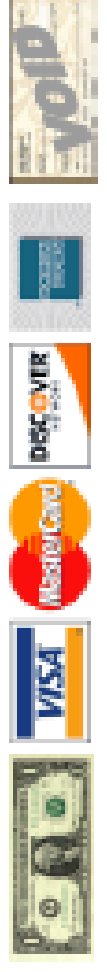
Build Your Own Bag



Buy any 3 Sets get 4th* at 1/2 Price!
Buy any 4 Sets get Roll Up Bag Free!

*Set of equal or lesser value

<p>Set # 1 Basic Skin Care \$55-\$60</p> <ul style="list-style-type: none"> - TW 3-in-1 Cleanser - TW Age-Fighting Moisturizer - TW Liquid, Mineral Powder, OR Medium Coverage Foundation 	<p>Set # 2 Day & Night \$60</p> <p>TimeWise®:</p> <ul style="list-style-type: none"> - Day Solution w/ SPF 25 - Night Solution 	<p>Set # 3 Microdermabrasion \$55</p> <p>TimeWise® Microdermabrasion Set</p> <ul style="list-style-type: none"> - Refine - Replenish 	<p>Name _____</p> <p>1. How did the side of your face we treated feel in comparison to the other? _____</p> <p>2. What one thing did you enjoy most about the presentation? _____</p>
<p>Set # 4 Satin Set \$52</p> <ul style="list-style-type: none"> Satin Lips Set: - Lip Mask & Lip Balm Fragrance Free or Peach Satin Hands® Set: - Hand Softner - Satin Smoothie Hand Cream 	<p>Set # 5 Eye Love It Set \$60</p> <ul style="list-style-type: none"> - TimeWise® Firming Eye Cream - Oil Free Eye Makeup Remover - Indulge Soothing Eye Gel 	<p>Set # 6 Need A Lift? Set \$55</p> <p>TimeWise® Replenishing Serum C</p>	<p>3. Circle which set or sets you would like to take home with you today, Star sets to add to your Wish List!</p> <p>4. Would you be willing to share your Check Up Facial and Glamour session with 3 friends to get 1/2 back Free? Yes ___ No ___</p> <p>5. Would you be willing to listen to a Career CD for a FREE gift? ___ Yes or No ___</p>
<p>Set # 7 Finishing Set \$51</p> <ul style="list-style-type: none"> - Lip Liner - Foundation Primer - Ultimate Mascara - Eyeliner 	<p>Set # 8 Basic Color Set \$65.50</p> <ul style="list-style-type: none"> Filled Compact - Cheek & Eye Brushes - 1 Lip Color - 3 Eye Colors - 1 Cheek Color 	<p>Set # 9 Brush Set \$48</p> <ul style="list-style-type: none"> - Powder Brush - Cheek Brush - Eye Definer Brush - Crease Brush - Dual-End Brush - Case 	<p>6. So I can serve you better check the following that would be of interest to you:</p> <p>I would like to receive Free Quarterly Mailings? ___ Yes ___ No</p> <p>I would like to be checked up on every: ___6 weeks ___8 weeks ___10 weeks</p> <p>I would be interested in Seasonal up-date Makeovers throughout the year? ___ Yes ___ No</p>



100% Satisfaction Guaranteed, or refund or product exchange.



\$100 For Your Thoughts!

Today's Date: _____ Took a Career CD: Yes No

Name: _____ Consultant's Name _____

Occupation: _____ E-mail: _____

Phone: _____ Best time to call: _____

Age: (18-24) (25-34) (35-49) (50+) Do you use MK products? Yes No How long? _____

#1 Did you know that Mary Kay's marketing plan is taught in major Business Universities around the U.S., with Harvard Business School as just one of many?

Do you believe Mary Kay is a: (circle one)

Multi-level Company Pyramid Get Rich Quick Scheme Dual Marketing Concept

If I were to consider Mary Kay, I would like to grow: (circle all that apply)

Self-Confidence Money-Management Time-Management Communication Skills

#2 Did you know that 2nd only to the U.S. Government, Mary Kay has more FREE cars on the road than any other corporation in the country?

How many hours do you think that a Free Car Driving Consultant averages per week working her Mary Kay business? (circle one)

15 hours 25 hours 30 hours 40+ hours

If I were to consider Mary Kay, I would be most interested in: (circle one)

2-4 hours 6-8 hours 10-15 hours 20-30 hours 40+ hours
\$10,000-\$20,000 \$20,000-\$30,000 \$30,000-\$40,000 \$50,000-\$75,000 \$100,000+

#3 Did you know there are hundreds of women earning more per month in Mary Kay than most people earn in a year?

The kind of woman I feel would be most successful in MK is? (circle one)

Harvard Graduate Single-Working Mom Teacher Cashier All of Above

If I were to consider MK, the benefits I would most enjoy: (circle all that apply)

Job Security Extra Income Flexibility Free Car Recognition Tax Advantages

#4 What else makes the MK opportunity unique? *Hint 6 are correct. (Circle 6)*

Free & On-Going Training Only Takes \$100 to Start Have to recruit to make money
Full paid Retirement as NSD No Sales or Party Quotas Must order every month
Every Consultant earns 50% Can Earn Monthly Prizes Need to know a lot of people

If I needed more information to make a decision, on a scale of 1-4, my interest level would be: (circle one)

1 2 3 4
"Not now" "I'm thinking" "Maybe" "Sign me up!"

The Perfect Gift

For the Perfect Hostess

\$200 in Sales & 1 Future Party Booked

Ask me about 1/2 Back FREE

when you share me with 3!



Glue or tape your pages over the top of the appropriate pages of your flip chart.
Attach to page 1 “Welcome Guests & Thank Hostess”

- ◆ **Introduce Myself** (I’m going to be your entertainment)
- **Welcome and Thank You** to guests and Hostess. **And for being the “Perfect Hostess”** and having what Mary Kay considers the **“Perfect Party”** which is \$200 in Sales, 1 Future Party Booked our Hostess can choose the **Perfect Gift!**
- **(show and explain 1/2 Back Free) Ask Hostess which gift she is working for today!**

AGENDA

Let me tell you a little bit about what we are going to do today

- ◆ **Learn a little bit about this company** and what we have to offer you
- ◆ **Try first hand America’s Best Selling brand** of facial skin care and actually see and feel a difference in your skin today after just one application.
- ◆ Then we’ll finish with a **quick lesson on ten minutes or less to bring out your best** and I’ll have a **One on One Consultation** with you to: **answer any questions**
make suggestions
take care of any of your product needs or wants

Some people don't know that Mary Kay Ash was a real person. She developed this company in 1963 with the sole intention of giving women a career that afforded them the opportunity to earn a corporate level income without compromising the things that are most important to them.

- I thought it would be fun at this point to see **what you do or don't know about this incredible company and have a chance to earn a prize**
- ♦ **You've heard of people offering to give you a penny for your thoughts, well in Mary Kay we're willing to give you \$100 for your Thoughts! Just for filling out the Questionnaire and letting my Director follow up with you about your thoughts, your name will go into a drawing for a \$100 Visa Gift Card! (Have them get out \$100 for your Thoughts Questionnaire)**

#1 ♦ **Our training is Free, on-going, and you earn while you learn! Did you know that MK's marketing plan is so unique that it is taught in major Universities around the U.S., of which Harvard Business University is just one of many?**

- ♦ **Do you believe MK is a:**
Multi-level Pyramid Get Rick Quick Scheme Dual Marketing Concept

Correct Answer: Dual Marketing Concept because there are only 2 sales allowed. One from the Company to a Consultant at Wholesale and the other from the Consultant to her Customers at Retail. We are not just about signing people up or a 1 time sale. We are a **Relationship Based Direct Selling Company! I want to be your Professional Image Consultant for Life!**

- ♦ **MK is the best personal growth program that you could possibly take and you get paid for it! One of the ways I've personally grown in MK is _____**
- ♦ **If you were to consider MK, in what areas would you like to grow?**
Self-Confidence Money-Management Time-Management Communication Skills

This page does not get glued into your Flip Chart. It is just an instructional page to help you find the correct page to glue to your Flip Chart.

On the front of pg 3 (side that faces the guests), tape on National Sales Director Recognition.

This can be found in the Applause Magazine (came in your Starter Kit or via mail from MK). Look for the page that says RECOGNITION On-Target Inner/Diamond Circle

Cut out the Pictures of the National Sales Directors. (see example below)

Next, cut out the 'Monthly Commissions and Bonuses' section (listed below the pictures)

Attach this information to your flip chart.

Then, take a look at page 3 of the flip chart. Notice at the bottom of that page where it says Correct Answer: Any woman.....then it lists Gloria Banks, Lisa Madson, Carol Anton. Hi-light their names and commission check located on the Recognition page you just added to your flip chart. This way, you can easily point out the executive income they are earning.

Example of the page you will past to front of page 3



Carol Anton**	\$67,697	Gayle Gaston***	\$84,798	Gloria Mayfield Banks***	\$58,276	Darlene Berggren*	\$48,244	Barbara Sunden***	\$107,796
Pat Danforth	50,165	Jana Cox*	57,347	Kathy S. Hiebu*	48,316	Cheryl Warfield*	46,978	Lisa Madson	83,939
Sue Kirkpatrick*	38,801	Lupita Cabellos*	54,510	Dacia Wiegand*	42,639	Cheryl Williams	46,921	Anita Malory Garrett-Roe**	75,982
Karlee Isenhart*	38,520	Joanne Holman**	44,932	Sherry Giancristoforo**	37,441	Pamela Waldrop Shaw	43,482	Karen Piro**	71,910
Ronnie D'Esposito Klein*	32,939	Judie McCoy*	40,145	Debi R. Moore*	34,001	Jan Harris**	40,042	Sonia Patez	52,998
Nimberly R. Copeland	32,677	Lorraine B. Newton	34,825	Jamie Cruise-Winters	30,854	Stacy I. James*	40,008	Gloria Castaño**	46,624
Rebecca Evans*	32,020	Shannon C. Andrews*	29,829	Lily Orelana	29,801	Rosa Jackson**	37,825	Linda C. Toupin	43,839
Johnnette Shealy*	30,490	Valerie J. Bagnol*	27,164	Consuelo R. Prieto	29,002	Maureen S. Ledder*	32,976	Patricia Rodriguez-Turker**	35,840
Janis Z. Moon	28,605	Kimberly D. Starr	27,069	Joanne R. Bertalan*	27,661	Anita Tripp Brawton*	28,171	Evelinda Diaz*	35,688
Wanda Dabry**	26,872	Matlie Dozier	24,480	Kerry Buskirk*	27,125	Sandy Miller	27,528	Tammy Crayk	32,232
Shirley Oppenheimer*	26,572	Debra M. Wehrer	24,028	Cindy Fox*	25,414	Beatrice Powell	26,766	SuzAnne Brothers*	31,488
Lynne G. Holliday	25,162	Pam Kilokna-Powell	23,277	Monia Butters	24,635	Jackie Swank*	26,737	Julianne Nagle-Hackett*	30,844
Pam Ross*	24,581	Jan L. Theford	21,525	Kay E. Ebrum	22,706	Halina Pyglet*	24,969	Pam Gruber*	30,416
Pamela A. Fortenberry-Slater*	24,198	Bright L. Briddle	20,592	Cathy Bill*	22,609	Julie Krebsbach	24,677	Jo Anne Cunningham	30,003
Jeanne Rowland*	23,801	Davanne D. Moul*	19,465	Pamela Tull	21,427	Wilda DeKerlegand*	24,198	Sharon Kingrey	28,648
Candy D. Lewis	22,283	Gloria Baez*	19,387	Janet Tade*	20,282	Anabell Rocha	23,742	Mary Dlem*	28,109
Gay Hope Super	21,196	Nancy A. Moser	18,309	Jackie LaPrade	20,132	Judy Brack*	22,413	Joyce Z. Grady	26,669
Cynthia Gress	20,516	Alla L. Head	18,106	Sabrina Goodwin Monday	19,203	Lise T. Clark*	21,948	Dalane Hartshorn	25,919
Scarlett S. Walker*	20,178	Gillian H. Ortega	18,063	Cathy Phillips	18,834	Elizabeth Fitzpatrick*	20,278	Maria Monarrez	25,889
Nrik Gillespie	19,735	Carol L. Sloops	17,132	Brenda Segal*	17,718	Pat Campbell	18,870	Ada Garcia-Hemera	25,338
Gena Rae Gass	19,529	Magdalena Nevarez	16,992	Kathy Rodgers-Smith	16,321	Mary C. Estupinan-Marta*	18,934	Diane Underwood	24,011
Patricia Lane	18,779	Verniea Benjamin	16,871	Natalie Privette-Jones	16,146	Sylvia Kalcsak	17,932	Sandy Valerio	23,052
Maria Acosta Piro	18,716	Pam L. Higgs	16,804	Sherry A. Alexander	16,054	Robin Rowland	16,924	Connie A. Kiltson	22,814
Toni A. McElroy	18,176	Sharon L. Busk	16,673	Barbara Whitaker	15,051	Gloria McGuire	16,861	Isabel Vanegas	21,082
Michelle L. Sudeth**	18,166	Sherril L. Steinman	15,872	Miriam Gomez-Rivas	14,258	Nancy Bonner*	16,657	Dawn A. Duhm	20,498
Vold Jo Auth	17,496	Maribel Barajas	15,830	Christie M. Ellis	13,852	Shirley M. Oshiro	15,877	Morayma Rosas	20,448
Bea Millsagle	17,167	Joy L. Breen	14,391	Cristi Ann Millard	13,752	Jane Studrawa	15,811	Diana Sumpter	19,991
Nancy West Junkin*	16,827	Ann Brown	13,675	Shelly Gladstein	13,714	Monique Todd Balboa	15,144	Rosibel L. Shanin*	14,742
Cheryl J. Davidson	16,145	Mima Mejia de Sanchez	11,116	Esther Whiteleather	13,097	Rosalie Ann Medjesky	15,054	Gina Rodriguez	14,722
Voky L. Fuselier	15,348	Kendra Crist Cross	10,358	Judy Harmon	12,879	Maureen Myers	14,958	Sandra Chamorro	14,707
Judy Kaweckl	15,207	Elizabeth Sanchez	9,001	Dawn Otten-Sweeney	12,611	Linda Kirkbride	14,880	Betty Gilpatric	13,600
Kate DeBlander	14,577	Maria Aguirre	8,653	Carmen Rice	11,568	Kathy C. Goff-Brummett	14,208	Jan Maczloff	12,882
Kelly McCarroll	14,399	Karen B. Ford	8,294	Pamela Cheek	11,161	Lyndia Jackson*	14,141	Charlotte G. Kosena	11,823
Cheryl Towne	12,466	Jill Moore	6,776	Kym A. Walker*	10,795	Barbara Stmach*	13,877	Diana Hable	11,776
Phyllis Chang	12,059	Gladi Elizabeth Camargo*	5,683	Nora L. Shariff*	10,145	Ruth Theodosion	13,503	Glady's C. Reyes	11,346
Ther Ehm	10,251			Joanne Hollingsworth	9,914	Anita N. Conley	13,429	Andrea C. Newman	10,809
Renee D. Hackleman	10,204			Regina Hogue	9,121	Bett Vernon	12,829	Caterina M. Harris	9,586
Terri Schafer	10,103			Francie McBeth	8,748	Deb Pike	11,827	Carol Lawler	8,579
Cindy Z. Leone	9,708			Phyllis R. Sammons	4,776	Wadene Claxton-Prince	10,683		
Katie Walley	9,642					Kathy Jones	10,634		
Donna B. Melsoell	9,329					Scoria Hunter Mason	10,611		
Amy Dunkap	8,798					Allison LaMar	10,274		
Margaret M. Bartsch	7,679					Betty M. Bridges	6,178		
Sharilyn G. Phillips	7,643								
Rhonda L. Fraczowski	7,404								

*Denotes Senior NSD
 **Denotes Executive NSD
 ***Denotes ENW Executive NSD

#2 ♦ Many people are aware we have Pink Cadillacs, but did you know that 2nd only to the U.S. Government, MK has more Free cars on the road than any other corporation in the country? **How many hours do you think that a Free Car Driving Consultant averages per week working her MK business?**

15 hours 25 hours 30 hours 40+ hours

Correct Answer: 75% of those who earn free cars work another job and average less than 15 hours a week! That's a part-time job with full-time perks!

♦ This company was built on the philosophies of **God 1st, Family 2nd and Career 3rd**. I love the flexibility I have in MK, because it allows me to _____

♦ How many of you, if your boss said give me 4 extra hours a week and I'll give you a \$22,000 a year raise, would find 4 extra hours or would you find more? **If you were to consider MK, what would you be most interested in?**

2-4 hours a week	6-8 hours	10-15 hours	20-30 hours	40+ hours
\$10,000-\$20,000	\$20,000-\$30,000	\$30,000-\$40,000	\$50,000-\$75,000	\$100,000+

♦ As you can see, MK can be whatever it is that you want it to be: a little extra income, a part-time job with full-time perks or a Six Figure Career! **Did you know there are hundreds of women earning more per month in MK than most people earn in a year?** (*Show National's Income on front of page*)

#3 ♦ When I saw how many women were making incredible money, I realized that they couldn't all be "Out-Going", "Have Lots of Free Time", or "Know a Lot of People". There had to be a few women like me who just wanted more out of life! Many people think "Oh I wouldn't be the type of woman to be successful at MK". **What kind of woman do you feel would be most successful starting a MK career?**

Harvard Graduate	Single-Working Mom	Teacher	Cashier	All of the Above
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Correct Answer: Any woman who wants to be paid what she's worth and is willing to work for it, can be successful in MK. (*point out on National Sheet*) Gloria Mayfield Banks—**Harvard Graduate & Single working mom**, Lisa Madson—**Cashier**, Carol Anton—**Psychology Major & Teacher**

(Attach to front of page 4) Put pictures of your family, Long-Term Goals that you are working toward (Example: College for kids, Bigger Home, New Car for Family, Star Consultant Prize Goal

**Life is not measured by the
number of breaths you take, but
by the moments that take
your breath away!**

- ◆ **Besides the Extra Income, many women come into MK for other benefits. One of the goals I am currently working towards is _____** (show picture of your goal)
- ◆ **If you were to consider MK, what are some of the benefits that you would most enjoy?** Tax Advantages
Job Security Extra Income Flexibility Free Car Recognition
- ◆ AOL Home Page listed MK #1 of the Top 10 Companies to work for. I was attracted to MK because it is #4 America’s Best Selling Brand of Skin Care & Color Cosmetics, No Selling Quotas, No Territories and their mission is to enrich the lives of women. Those are just a few of the things that make MK so unique.
Let’s test your knowledge on some of the other things MK has to offer: Hint 6 of them are correct!

Free & On-going Training	Only Takes \$100 to Start	Have to recruit to make money
Full paid Retirement as NSD	No Sales or Party Quotas	Must order every month
Every Consultant earns 50%	Can Earn Monthly Prizes	Need to know a lot of people to succeed

Correct Answer: Everything in first two columns!

- ◆ **I understand that you may need more information to make a decision, but up to this point, after everything you just heard, what would your interest level be on a scale of 1-4?**
1 meaning “Not now” 2 “I’m thinking” 3 “Maybe” 4 “Sign me up!”
- ◆ Here’s a Career CD with more information, It’s a Great Rags to Riches Story that will have you laughing and you can just pop it in your car and listen while you are out and about. Is there any reason why you wouldn’t want to listen and give me your feedback and I’ll give you a FREE lipstick or gloss.

(Hold out CD and say)

Who would like to listen for a FREE lipstick or gloss? (Be sure to circle “Yes” that you took a CD)

Take up Questionnaires, mix them up, and draw one out for a door prize winner

Turn to Pages 4 & 5 in the Beauty Book and we'll get you started with **a recipe for great looking skin!**

(raise your hand!)

How many of you have a half drawer full of products in your bathroom that you haven't put on your face in the last 3 months? We call those **"buying mistakes"** and with MK there are no buying mistakes, because not only are my **services free** but our products are **100% guaranteed**, so you're sure to get the results you want! Don't you love the opportunity to Try Before you Buy? (smile and nod as you say it!)

You are **under no obligation to purchase** anything tonight; however, if you fall in love with something, **I will accommodate you through MasterCard, Visa, Discover, Check, Cash or a "Husband Know Not Plan"** and you can take the products home with you tonight, there is no wait!

OPTIONAL: Paste at Top Right of Front of Page 6 (above Before and After Miracle Set Percentages)
Cut out around the black line, fold over (top to bottom) and attach to the front of your chart that guest see.
You can then lift the flap and show the eyelash mites to your guests (only if they want to see it!) It's a fun way to get the word out about the importance of proper cleansing. (Its on Google, it's for real!)

“Blinky” the Eyelash Mite

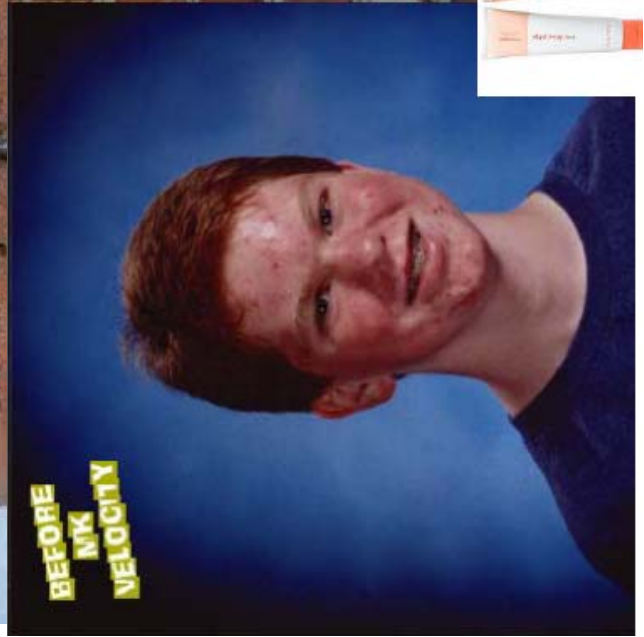


Put this on the Left side of the front of page 6 along with "blinky the eye lash mite" photo

Seeing is Believing!



Satin Hands on the left foot 3X a week for 3 weeks, Emollient Night Cream at bedtime.



BEFORE
MK
VELOCITY



AFTER
MK
VELOCITY



Turn to page 6 & 7 in your Beauty Book for a Miracle that's Guaranteed!

In order for you to get the full effect of how awesome this system is, I'm going to ask that you only treat the right side of your face to the Miracle Set, while you just protect the left side.

Everyone **take the back of your hands and feel your face** (demo for them what to do), now put that in your memory so you can feel the difference when your finished with the Miracle Set!

If anyone needs to **remove their eye makeup**, you can try our incredible **Oil-Free Eye Makeup Remover!** (pass around some saturated cotton balls)

This product removes even Marathon mascara without leaving you in a greasy cloud and without you having to pull and tug on your delicate eye tissue.

Explain about Blinky the Eyelash mite. Our Eye Remover helps to kill the eyelash mites that feed off of old makeup and dead skin cells!

They say **a picture is worth a thousand words**. We don't want to just tell you how good our TimeWise Miracle Set is, we want you to see and feel the difference for yourself!

These are just a few of the incredible products that we have: *(point to photos on front of page)*

- ◆ *(Picture of legs)* **Visibly Fit Body Lotion:** Helps with appearance of spider veins, & cellulite
- ◆ *(Picture of Feet)* **Satin Hands & Body:** Not just for hands but rough feet, cracked heels, elbows, etc.
- ◆ *(Picture of Boy)* **Velocity Skin Care:** A skin care program for those under 20, help eliminate acne

Let's put this Miracle in Motion!

"Blinky" the eyelash mite



Eyelash Mites are head down in the hair follicle . If there are too many mites, the eyelashes can fall out.



Another view of the mites. They also are around the nose, cheeks, chin, forehead in addition to the eyelashes.

People who have oily skin or those who use cosmetics heavily and don't wash thoroughly are prone to have the most. We all have them, but you can keep them to a minimum with proper cleansing.

Wipe the left side of your face with one side of the damp facial cloth sitting next to you. *(pause and check for understanding)* Then, go ahead and **apply the TW cleanser**, which is in the *(point out where it is on tray)* well of your tray, to the **right side only**, in an upward and outward motion all over your face, avoiding your eye area. *(Take your time and demo on yourself while explaining.)*

There are 5 steps to a recipe for better looking skin!

- ◆ **Step One** is a **Topical cleanser** to clean surface dirt, which most women do. Did you know 2nd only to the sun, soap is the faster accelerator of age? Don't believe me? What do you have to use to get the soap “scum” off of your shower doors? Scrubby Bubbles, 409? Do you think the soap is smart enough to stick only to the shower and not to your face?
- ◆ **Step Two** is to **Exfoliate**. Look at men and women together, from mid nose down through the throat. The men will look younger than the women because they mask or exfoliate everyday when they shave.
- ◆ **Step Three** is to **Tone**. I find that women with oily skin love this step; however, if you can open up your sinus passages with whatever you toning your skin with, that is NOT a good thing. Just like you lose heat through your head during the winter time, you lose moisture through your pores all the time. It's important to keep them taunt to maintain your own moisture balance.

You have **just completed the first three steps of the recipe with our 3 in 1 Cleanser!** Remove your cleanser the same way you put it on, in an upward and outward motion with the other side of the damp cloth .

(Optional: *Take Before Picture...only on hostess. Have her remind you to take after picture!)*

Add this photo to the front of page 8 "Daily protection, nighttime renewal". Put in bottom left corner, to the left of day and night solution.

TW Replenishing Serum +C



Debbie Peterson : Results after only 9 days

AFTER

BEFORE



Have you ever tried to lose weight and get in shape? If you have you know that the first thing you do is to start eating right. That’s kind of like what we did with the TW 3 in 1 Cleanser. How many of you have ever noticed the older you get the harder it is to stay looking firm? Who would like to try our new **FACE LIFT IN A BOTTLE?** (*Show photo of Woman’s face on TW replenish +C*)

Apply TW Replenish Serum +C on Right side of face only. This antioxidant - rich serum enhances the production of new collagen and keeps existing collagen from breaking down. Skin will appear lifted and firmed in as little as a week!

So far we’ve started our recipe for good-looking skin, we’ve given your face a lift but even Doctor’s agree to get the most out of your Beauty Routine, you need a daily work-out! The Day and Night Solution is like the workout for your face!

Apply the Day Solution to the Right side of your face only. Apply this in the morning after you cleanse your face. You can think of this as a veil of defense. It protects and shields the skin from harmful UVA/UVB rays, relaxes expression lines, softens the appearance of lines and wrinkles and is recommended by the National Skin Cancer Foundation. At night you’ll apply the Night solution which helps to fade away deep lines and wrinkles, pock marks, and uneven pigmentation while you sleep.

If you’re really serious about looking and feeling your best, you know you would need to **add vitamins** for your specific needs. That’s where our supplements come in.

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See Results

A two-week in-depth consumer study using TimeWise® Replenishing Serum+C was conducted, and the results speak for themselves:

- 89% said their skin looked lifted and more resilient.
- 86% said their skin looked more toned.
- 79% said their skin looked younger.
- 90% said their skin looked enhanced.

Did you know that a lack of firmness is caused, in part, by the loss of moisture?

You can help prevent this moisture loss with our **TimeWise Age-Fighting Moisturizer** which is the **4th step in our recipe for better looking skin!** Go ahead and **apply the moisturizer** with your fingertips, using the same upward and outward motion on the **Right side** of your face only.

- ◆ A lot of women who have oily skin don't think this step is necessary. They feel they will be adding oil to their face....**both TW formula's are 100% oil free.** If we don't keep the face moist, it will work overtime producing oil to make up for it. That's why you might feel squeaky clean when you wash your face, but by mid-afternoon you could fry an egg on it—the face needs more moisture and it's trying to tell you so.

Now, **feel your face again with the back of your hand.** Isn't your left side becoming jealous?

Let's meet your perfect match and complete the **5th step** of the recipe for healthier and more radiant looking skin, which is to protect.

When you first arrived, we selected a foundation shade for you. Most people consider this step makeup, but it's not, it is a **day time protector for the skin** kind of like paint or stain is to wood, and our TW Foundation has age-fighting benefits to help skin look firmer, younger, and healthier! But just like you would stain or paint wood before you primed it, the same is true for your foundation. We need to use a Foundation Primer first!

Apply Foundation Primer on Right Side of Face Only: It reduces appearance of pores, lines, wrinkles & extends the wear of your foundation while diffusing light to hide skin imperfections! Doesn't it feel as smooth as butter going on?

Go ahead and apply your foundation all over your face Work in a small area at a time and then move to the next area, being careful to blend along your jaw line

I'm going to come around and check your color while you apply it. (they apply to BOTH sides)
(*point out difference between the left & right sides of their face: pore size, lines around eyes, point to her neighbor*)

Quick Review ... How does your face feel?

- ◆ **Take the back of your hands and feel your face one more time.** If it feels this great after using these products only once, imagine how great your skin will look & feel using it every day! Right now, **nothing you have on your face is makeup!**
- ◆ **The best investment you can make in you** is to treat yourself to a good skin care program!

Close the Skin Care

- ◆ **Let me show you how our Skin Care Comes. This is our TW 3 in 1 cleanser (*hold it up and explain*) I recommend 2 cleansers...1 for your shower and 1 for your sink, our Moisturizer and perfectly matched foundation. This set is 55-60** depending on which foundation you choose. You can't even get a cleanser, a mask, a toner, a moisturizer & a foundation at Walmart for \$60. This is everything you need for your Basic Skin Care.
- ◆ **Add the Day & Night Solution and you have our Miracle Set.** This set delivers vitamins to your face, helps restore past damage, restores firmness and helps with collagen production. **Our Miracle Set is \$120** which entitles you to **\$60 FREE** when you Host a Girlfriend's Pampering Sessions with 3-6 of your friends!

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As I said, our **skin supplements are like the vitamins** for specific problem areas of your skin. Two areas that I have found women need the most help in is usually **lips and eyes**.

(raise your hand)

Have you ever noticed how women are becoming increasingly **addicted to chapstick**? Anyone here addicted to it? Would you all agree that it does not matter how much a person waters a dead flower, it will not come back to life? Right! The same is true with your lips.

Satin Lips helps to cure chapped lips, not just soothe them.

- **Lip Mask:** Apply in a circular motion in the shower 2 or 3 times a week. (skin will ball off, smooth smoother)
- **Lip Balm:** Apply. Place on nightstand to use every night. **(remind me to take it off before lip color)**

Have you ever noticed how the 1st place that women will show signs of pre-mature aging is around her eyes? There are four reasons for that and we have four products that will help.

First, the **skin under the eyes is only a 1/4 as thick** as anywhere else on the face. Take your ring finger and feel the difference between the skin under your eye and your cheek. Because the eye skin is thinner, it is unable to retain its firmness and tends to droop quicker. So, we have the **TW Firming Eye Cream** (you can choose to demo this or Age-Fighting Eye cream under Right eye only)

Second, women tend to **hold water under the eyes, causing the tissue to swell and contract**. Eat a piece of country ham the night before and when you wake up in the morning, you no longer have bags you have luggage! **Soothing Indulge Eye Gel is like preparation H** for your eyes. **Apply with ring finger under right eye only.**

Third, there are **no oil glands directly under your eyes**, so the skin looks crepe. We have the **TW Age Fighting Eye Cream** to keep your under eye skin smoother and prevent any products around your eyes, such as concealer, from showcasing your lines. (choose to demo this or Firming Eye Cream under Right eye)

Fourth women show age around their eyes faster because of the **way they take off their eye makeup**. You have already experienced our **Oil-Free Eye Makeup Remover**, wasn't it amazing! Now let's get back to our Miracle in Motion!

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Optional: *(Put your before picture on the front of this page and show everyone your before picture. Tape a flap of paper over it so it is hidden until you are ready to show it)*

You could say something like.... We're all friends here right? I wanted to show you MY before picture! I have learned many tricks and techniques that I will share with you as the Hostess of your Girlfriend's Pampering Session!

Lets embark on what I call: 10 Minutes or Less to Bring out your Best!

- Tonight you'll be trying our **Dash out the Door Look featuring our Cream Eye Colors ! (or Option 1)**
- Our Hostess gets to use a look created just for her and gets to use our **Brush Set!**

(show the picture of the Create A Look you will use on the hostess)

- I'll be helping _____ with her Look while you apply your look at your own pace. *(Instruct them on what they are to do, then put your focus on the hostess and help her with her look, she is the Queen of the day!)*
(OPTIONAL: If you need to speed things up, you can do a “Face Race” and give door prize to 1st one done)

Option 1

Color Look Cards

Add Eye Liner, Lip Liner, Lip Gloss, Mascara

- **Have them follow the instructions on the color card.** Here's a tip for the lipstick...peel it off your card and remove the plastic. Blot your lips on it for easy application. Use the cotton ball to apply cheek color.

Option 2 ‘Dash out Door Look’

Cream Eye Color in (B.Blonde, A. Twist, G. Grey or Iced Cocoa), Neutral Blush, Eye Liner, Lip Liner, Lip Gloss and Mascara

- **Apply cream eye color all over lid, then apply liner and mascara, use cotton ball to apply a touch of blush, Line and Fill In Lips with Lip Liner and Sweep Gloss over top!**

—OPTIONAL: TAKE AFTER PICTURE of hostess—

Take a look at yourself in your mirror and see how great you look! Now take a look at the person next to you and say "You Look Good"!

Now its time for the Name Game & a Door Prize Drawing: Have you heard of TELLaphone, TELLafriend, TELLawoman?!?

The greatest compliment you can pay me is to introduce me to your friends and family. That tells me you liked me, had fun and that you trust me to treat them the same way!

How would you like to earn a FREE compact, filled with your choice of colors? (show & romance compact!) Everyone take your Compact Tic-Tac-Toe Sheet...we're going to play a little game. My business is by word of mouth and I would *love* to meet your friends. Get out your cell phones if you have them!

Write down the names and numbers of women, 18 or older, that do not currently have a MK beauty consultant that may be **under pampered, possibly overstressed** and really deserve some pampering. Maybe someone has just had a baby, or is pregnant or started a new job, or is going through a rough time. **I am going to treat them to a complimentary pampering session and gift in your name (gift is usually \$10 gift certificate).** **When they get together with me, YOU will earn that item in the box where there name is! If you choose to have your follow up pampering session with any of these friends and have a class of your own, then you can earn your compact all at one time!**

(Make suggestions as they write: co-workers, cousins, sisters, go to church with, school with, someone pregnant, someone engaged, someone single, etc.)

Look at your list. You either just wrote the women to invite to your **Personalized Girlfriend Pampering Session** or you just started your own **Customer List** for being a MK Consultant!

Collect the papers and draw for door prize winner. *(Give a sample hand cream, eye shadow, etc.)*

This is my favorite part of the class, because it's when I get to show you how everything comes and how you can take it home with you at 1/2 price or free! As for the products, there is no wait. I should have everything here with me, but if not, I'll have it on your door within 48 hours.

After I show you the products and how they come, I'll have a One on One consultation with each of you. I'll give you a record of everything that you've used on your face, answer any questions you might have.

Let me remind you of the **specials just for coming tonight**. Go ahead and look at the "Build Your Own Bag Sheet". You will earn **1/2 of whatever you purchase tonight in additional FREE product of your choice just for scheduling your "Girlfriend's Pampering Session" and sharing it with 3-6 of your friends who I haven't met yet, and holding it on the original date we set.**

PLUS You can purchase any 3 sets and get the 4th set of equal or lesser value at 1/2 price OR purchase any 4 sets and get this Travel Roll Up Bag FREE! (point to this on the sheet)

This is our beautiful "Travel Roll Up" Bag (hold up your bag)

1. Explain each set using the "Build Your Own Bag" sheet & showing the products in the roll up bag
2. Ask them each of the questions on the left hand side and give them time to write down their answers

- ◆ **Set out Boutique Basket:** tell everyone they can try all of your fragrances and lotions while they snack on the refreshments and you do the individual closes in the _____ (living room, etc)
- ◆ **Ask who needs to leave 1st** (make sure they bring Build Your Bag sheet, beauty book, customer profile, Complete Collection Bag (refer to 1 on 1 close on next page for everything else you need)
- ◆ **Conduct 1 on 1 closes**, focus on selling sets, booking 2 classes, getting out cd's and setting up the inter-views
- ◆ **Go over with hostess what she earned free/ 1/2 back:**
 - A. Explain what she got 1/2 back free (if she purchased from a facial or class) **OR** whatever you offered her for Hosting a Party if she did not purchase previously from you.
 - B. Did you offer her an additional gift (\$5, \$10 or free eyeshadow for each person at class)
 - C. Did she earn her Perfect Party Gift with \$200 in sales and 1 booking

One on One Close

Be sure to conduct this close away from the table, one on one (in your "office"). Have them bring in their profile, Beauty Book, Opinion Poll and Complete Collection Bag with them. You will need your money bag, hostess packets, career study bags, sales slips, calculator, pen and Travel Roll Up Bag with you. It's a good idea to have a Consultant Order Form or a Look Book with you for quick reference to prices.

1. "Did you enjoy yourself tonight?"
2. "Could you see and feel as big a difference between the Left and Right sides of your face, like I could, when we did the skin care in the beginning?"
3. Open up her Beauty Book and Check off each product she used on the inside back flap and tell her to put it in her bathroom until she gets the hang of using them. (tell her what she will do that night when she gets home)
4. Look at Question #3 from her filled out Opinion Poll. "I see you'd like to take home the (sets she checked)". "Would you like to go ahead and add one more set to (get your travel roll up bag free or get another set at 1/2 price)? *BE QUIET!! Whoever speaks 1st takes home the product!* (If she just can't afford it, Ask 'if you had the skin care, would you use it?' Help her earn it or pay 1/2 and earn other 1/2)
5. "How would you like to handle that? MC, Visa, Discover, Check or Cash?"
6. "That entitles you to _____ (1/2 of what she purchased full price, not including tax) in additional free product of your choice when you share your Girlfriend's Pampering Session with 3-6 friends that I have not yet met and hold it on the date that we set up and have at least \$200 in Party Sales I usually schedule your check-up facial for 10-14 days from your first appointment. That would be the week of the (22nd). Which is better for you (afternoons or evenings?), (I have Tuesday or Thursday open of that week)?"

Set up date and time and coach her by telling her to over invite, just in case some friends can't come at the last minute. Show her the Hostess Brochure and how she can earn her choice of Perfect Party Gifts free in addition to the 1/2 back.

7. "(her name), there is just one more thing."

If she took a Career Bag:

"I know this career may or may not be anything that you would personally be interested in, but I am so glad that you are open minded enough to listen to the CD, because you are the caliber of woman that I'm looking for. I would love to get my CD back and give you your free lipstick or gloss tomorrow or the next day. Which is better for you?" Set up time within 24-48 hours. "Go ahead and select the lipstick or gloss you would like for me to bring when we meet." "I will get your guest list at that time and will mail out your invitations".

If she didn't take a Career Bag:

I know this career may or may not be anything that you would be personally interested in, but you are the caliber of woman that I would love to have on my team. Would you be open minded enough to listen while you are out and about tomorrow, simply for the free lipstick or gloss and if nothing else, you can be a talent scout for those who would be good? Set up time within 24-48 hours. "Go ahead and select the lipstick or gloss you would like for me to bring when we meet." "I will get your guest list at that time and will mail out your invitations".