

TimeWise Class (1st appointment)

Guests should already be pre-profiled. Consultant selects foundation shade as guests arrive and notes on Profile. Hostess then treats guests to SATIN HANDS & Satin Lips. Class should begin on time to allow for closing sale, packaging product. If possible **Bring Beauty Essentials Travel Bag** for each guest.

Or second choice: **Ultimate Miracle Set** in miracle bags

(4-1 TW 3D Cleanser + 3D Day/Night Creams + 3D Eye Cream + Microderm) [See placemat]

LOOK brochure pre-assembled with sales ticket and your business card for each guest.

Two business opportunity literature packets for your two selected guests (the hostess + 1 guest).

Introduction

Briefly introduce self, how long you've been building your MK business, thank hostess, present gift.

Quickly review SATIN SET steps and benefits. Give brief, 3-minute "I" story. Then say: "You know, Mary Kay always said there's a new beauty consultant at every party. Well, why don't you watch me today and see if this isn't a fun way to make some extra money that might fit your life".

4-IN-1 CLEANSER - (Oil-Free Remover under eyes)
whole face except eyes, take BEFORE picture for MODEL PORTFOLIO
MICRODERMABRASION steps on $\frac{1}{2}$ face

MENTION Custom Makeover (6-7 times throughout class)

"When we get together for your check-up, we'll do custom glamour so be sure to wear your favorite color!!"

SKIN SUPPLEMENTS

DAY Cream/NIGHT Cream

(Apply to $\frac{1}{2}$ face only, Night Cream on the hand or elbow)

EYE CREAM (on $\frac{1}{2}$ face)

"Can you feel the difference?"

OIL MATTIFIER over Moisturizer for oily skin types.

Talk about Intense Moisturizer or Oil-free Hydrating Gel

(to customize TW set for dry or oily, for extra hydration as needed)

PRIMER/FOUNDATION - $\frac{1}{2}$ Face first, compare sides, then rest of face.

POWDER and **RECAP** TimeWise benefits

COLOR - DASH-OUT-THE-DOOR, OR Color Cards or sample cheek & sample lip (no instruction)

"Go ahead and put your cheeks & lips back on as you normally would.

(Referral Cards - free eye color for 6 names)

GROUP CLOSE

Use placemat to present SETS - describe payment plans - describe literature

INDIVIDUAL CLOSES

Go through CLOSING SHEET: select colors, and payment plan.

Have datebook ready - **BOOK 2nd facial** . . . Explain \$75 for \$35 BONUS with 2 friends
(Remind her that her Referral names can be her guests)

Select ONE (or two) to send home with MK business info. & take 10 min with Hostess if possible.

Follow Up in 1-2 days!!!

Pack orders, quickly gather up and GO HOME.

Don't socialize. This is business!! Time is money!!

Custom Makeover Class (2nd appointment)

Arrive 30 minutes before rest of guests arrive
Instruct Hostess to already have concealer, foundation, powder applied when you arrive.
Products she's working to earn should be pre-packaged in vinyl bag.

Color 101 'Look' of choice

Have her prime with moisturizer and foundation before you arrive
no more than 15-20 minutes! Make her feel "special" by inviting compliments
when guests arrive and at beginning of TW class.

EYES

highlighter + 2 eye colors, eye pencil, mascara, brow pencil

CHEEKS

Teach back-to-front application, not ball of cheek, for most natural look

LIP PENCIL

Start at peaks on top lip: peak to corners - in a straight line regardless of lip shape
(visually "lifts" top lip corners for more cheerful look)

Corners to center of bottom lip

Fill in lightly with pencil for heavy-duty wear

LIP COLOR – LIP GLOSS

Apply to bottom lip first, "kiss" lips together to distribute, use brush to finish blending.

Fluff hair, take **AFTER** picture for Portfolio, take "selfie" with hostess for texting referrals -
CLOSE SALE (of color items): see **COLOR** placemat

KITCHEN COACHING

ASK: "Who's coming tonight that you think might be good doing what I do?
Who do you think might be a great hostess?"

Ask for unused remainder of hostess packet with names of guests who couldn't come.
Hostess helps set up trays for guests

Consultant selects foundation shade and notes on Profile as guests arrive
Then send guests to Hostess to do *Satin Hands & Lips*

Proceed with **TimeWise** Class

Hostess "helps" add up the sales tickets - bag the product orders
Have Recruiting Packets pre-assembled and ready to send home with TWO guests.

Do 5-minute business info (Mrs CAB) with hostess -
Get signed Agreement or invite to Success Meeting and call Director
As soon as possible for follow up.