

Do Satin Hands as they come in before you get started

- Welcome!
- Thank Hostess (If there is one)
- Excited to share #1 Best Selling Brand of Skin Care and Color Cosmetics in America for 14 consecutive years, We are #1, Clinique is #2, and Covergirl/Maybelline tied for #3
- Teaching Approach to skin care
- Salon Example Hair looks Great, Next Day doesn't
- NO Obligation to buy today- I will talk about several products today and as we go along if you like something I want you to put it on your WISH LIST- turn your profile card over, under #9 put something there if you love it- you are NOT committing buy though! 😊
- 100% Satisfaction Guarantee- NO MAKE UP GRAVEYARD
- You are entitled to a FOLLOW UP APPT to check up and try other products
- **Queen Game – Say Queen every time I say FOLLOW UP APPT**

I - STORY AND MEET EACH OTHER

Share your I – STORY 1. Career 2. Family 3. Why MK 4. Favorite Part	Now I'd like to meet you! (ONLY IF 3 OR MORE PEOPLE THERE) 1. Name 2. What you do all day 3. If you could change one thing about your skin what would it be
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WE HAVE 4 TYPES OF SKIN CARE OPTIONS, DEPENDING ON YOUR SKIN WE WANT TO MAKE SURE YOU HAVE THE BEST ONE FOR YOUR SKIN! TODAY WE ARE GONNA USE THE MIRACLE SET, WHICH FIGHTS THE EARLY SIGNS OF AGING. WE ALSO HAVE OUR BOTANICAL LINE WHICH IS FOR YOUNGER SKIN, MORE SENSITIVE SKIN AND SOMEONE LOOKING FOR A MORE NATURAL LINE. WE ALSO HAVE OUR ACNE LINE WHICH TARGETS ACNE PRONE SKIN AND HELPS CLEAR UP SKIN DRASTICALLY! THE 4TH SKIN CARE OPTION I WILL SHOW YOU A PICTURE LATER, BUT IT IS OUR CADILLAC SKIN CARE LINE AND FIGHTS THE MORE ADVANCED SIGNS OF AGING!

Introduce EYE MAKEUP REMOVER

- 2 layers- shake it, it melts off waterproof and normal makeup
- Dries to powder finish
- Silicone based softer lashes
- 100% oil free

3 – IN – CLEANSER

- Cleans, Exfoliates, & Freshens
- Apply all over face WET or DRY
- 2 Formulas- Combo/Oily and Normal to Dry- **TRY OTHER FORMULAS AT FOLLOW UP APPOINTMENT**
- The beads are exfoliating
- Doesn't make you feel DRY like most cleansers

How does your face feel? Soft? (NOD HEAD YES)

DAY & NIGHT SOLUTION

- Cleanser + Moisturizer is our Basic Set and includes all the 5 steps to a good skin care routine, however when you add these 2 you complete the Miracle Set and dramatically increase the age fighting benefits!
- The two Age Fighting Serums are the Day & Night Solution

DAY SOLUTION

1. Morning Use
2. Contains SPF 35
3. Colorado #1 in Nation for Skin Cancer
4. Light Weight, non greasy
5. Reduces Expression lines all day

NIGHT SOLUTION (APPLY TO NECK)

1. Replenishes skin at night (construction workers going to work on your face to repair the damage of the day)
2. Enhances Skin Renewal Process
3. Beads = FRESH VITAMINS, pump the pump and they POP!
4. Sleeping with fresh vitamins and polypeptides on your face!

MOISTURIZER AND RECAP

Age Fighting Moisturizer

- Oil Free, light weight
- Hydrates up to 10 hours, main reason we age is lack of hydration
- We have 2 formulas of moisturizer as well, normal to dry and combo/oily, you can also get it with SPF 30 if you prefer!
- How does your face feel, soft? (Nod yes)

*****Check formula at FOLLOW UP APT**

RECAP OF MIRACLE SET

- HUGE Age fighting Benefits
- After 12 weeks will see 83% REDUCTION in FINE LINES & WRINKLES
- 100% SOFTER Skin
- EVENS Skin tone by 46%
- Remember we have a 100% guarantee AND we received the Good Housekeeping Award- means it WORKS!

Other Skin Care Lines

- If the Miracle Set isn't the best option for you we have 3 other skin care lines that you can try **at your FOLLOW UP APT**
- Clear Proof Line is for acne prone skin, clears up blemishes and prevents future breakouts
- Botanical Line- for more sensitive skin, younger skin, more natural line

Timewise Repair Set

- Cadillac Skin Care Line- most powerful stuff we have, like having surgery
- Reduces DEEP lines and wrinkles
- Restore lifted contours
- Recapture Youthful Volume

**Try it at your FOLLOW UP APT
(Show picture)**

ULTIMATE MIRACLE SET-

If you want the Ultimate Miracle Set, here are 2 addition products that will complete the Miracle to make it the **ULTIMATE MIRACLE SET!**

Microdermabrasion

- Procedure only done in a salon- at home treatment with the same results
- Uses Aluminum Oxide Crystals which is the same thing used at a salon
- Reduces pore size, scaring, makes your skin incredible soft by taking off the top layer of dead, dull skin
- Fight fine lines and wrinkles instantly
- Use this 1-2 times a week

Try it at your **FOLLOW UP APT**

- (Show picture)

Firming Eye Cream

- Skin around your eyes is 8x thinner than anywhere else, 1st signs of aging
- Use your ring finger, it's the weakest
- Pat Gently, push into your eye area
- #1 Eye cream on Market
- (Show Picture)

This product is for wrinkles however we have other products that are great for under eye circles and puffiness that you can use

at your **FOLLOW UP APT**

FOUNDATION PRIMER, FOUNDATION AND SATIN LIPS

Foundation Primer

- Put on before foundation
- Just like a wall needs a primer before you paint it, it's the same thing for your face
- Keeps foundation on for longer and looks brighter
- Feels greasy but dries to a powder finish, and actually absorbs oil throughout the day
- Has SPF 15, so protects for sun

Foundation – Mineral Powder

- Mineral Powder has the same coverage as liquid but it's lighter, it will even out your skin and look flawless
- We will match your color- no line
- Apply it with the brush, swirl it on your face; it's layerable too!
- We are using Mineral, however we do have foundation in liquid, cream to powder & pressed powder

****We can use at your FOLLOW UP APT**

SATIN LIPS

- Use 2x a week
- Apply LIP MASK- exfoliates and removes dead skin- take off with the cloth
- Apply the Lip Balm- this hydrates your lips for up to 8 hours
- Chapstickoholics? Most chapsticks have menthol which dries out your lips- addicting!

REFERRAL GAME & LOOK CARDS

“While I am putting away the products and setting up for color we are going to play a little game!!! Turn over your profile card. Now the way my business works is off of referrals. The nicest compliment you could give me would be to give me the names and numbers of your friends that you think would enjoy a facial and receive a gift certificate from you. If you know 5 people and write their names and numbers down I will give you a cool prize! So get out your cell phones and let’s see who can get to 5 first!!!” (The gift I give them is a mini peach hand cream)

Remind them to let their friends know you will be calling!!!

LOOK cards

- Have them pick which card they want to use, we have TONS of color but

At your FOLLOW UP APT we can play with more color

Color Application:

1. Eyes-shadow walk them through the dramatic look. Then give them a mascara wand.
2. Cheek with cotton ball or brush
3. Lipstick with finger, I give them a lip gloss to put on top of the lipstick (I use cream and sugar lipgloss)

COMPLIMENT GAME- Have everyone give each other compliments about what they like best about each other’s LOOKS (If only one person have her hold her mirror out and tell you what she likes best about her LOOK)

CLOSING

Just because we got together today doesn't mean you need to buy anything, if you do decide to get something remember we have a 100% Guarantee! But just in case you want something for now or later, I'm going to show you today's specials and let you shop! Remember that skin care is one of the BEST investments in your looks because people see you EVERY day!

GO OVER SETS ON SET SHEET

HAVE THEM TURN OVER THEIR PROFILE CARD, DREAM AND WRITE DOWN WHICH SETS THEY WOULD GET IF MONEY WAS NO OBJECT (CLEAN UP WHILE THEY ARE DOING THAT)

ROMANCE ROLL UP BAG

You can get any set on its own or any item individually. But here are the deals I offer:

Either explain the Queen, Princess or 2 sets for \$99 OR if you offer the 4 sets and get a FREE bag (that is your choice)

PAYMENT OPTIONS:

Cash, Check

Credit Or Debit

Creative Husband Financing (Payment Plan)

Now I will meet with each of you individually and go over any questions you have and set up your **FOLLOW UP APT**

INDIVIDUAL CONSULTATION

(Take them to a separate place to have a private conversation)

1. Did you have a good time?
2. What was your favorite part?
3. Questions about your skin that didn't get answered?
4. What would you like to take home with ya? (Offer Payments if you do them)
5. When would you like to do your Follow-up- book appointment (Offer Hostess Plan- I offer 50% off if they have 3 guests attend their appointment)
6. Book Interview if desired (Contact your director to do them for you in the beginning)