

RELAX... LET GO...

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## Pamper yourself from head to toe!!!

**Begin party by playing the relaxing music**

**Have guests complete Skin Care Profile Card (book her for a facial from this)**

**Allow everyone to begin soaking their feet in the basin of warm water you've provided. Be sure to add some Body Cleansing Gel to the water.**

- ☺ Have guests close their eyes and slowly take 3 deep breaths; breathe in through nose, out through mouth...
- ☺ Before we begin I would like to invite each & everyone of you to think about joining me in starting your own home-based business.
- ☺ I know many of you are stay-at-home moms and are thinking HOW can I add a business to my already crazy, hectic life. Would you enjoy a business that you can do alongside your family and other activities and at the same time be adding income to your family budget???
- ☺ Many of you have a full time career and you might be thinking WHY would I want a business after having worked all day. May I ask you...would you enjoy a business where you are the boss and make ALL the decisions after having worked for a boss all day? This is a GREAT way to try out something new.
- ☺ Some of you are retired or are approaching retirement age and are thinking why would I want to work after having worked for so many years? Would you enjoy a business where you can have all the time you need to do all the things you have been waiting to do and have some extra income to do all those things???

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- ☺ INSERT YOUR BRIEF "I-STORY" HERE.~~~
- ☺ Mary Kay is a way to continue to personally and professionally grow at the same time. I know some of you are seeing our products for the first time or are not familiar with the "All-new-Mary-Kay". There are lots of people with whom we want to share our products. We could really use your help! As you can see, I feel this business fits into anyone's lifestyle and I do hope you will all think about joining us. Either way, I KNOW you'll want to be one of my **Preferred HOSTESSES!!!!**

**But Now, for the reason we're here...Let's talk about the products!!!**

Our MK Pampering Spa Party is designed to nurture your body and to take time out of your busy schedule to pamper yourself. Our Agenda includes pampering your eyes with our Indulge Eye Mask...our lips with our Satin Lips to give you soft kissable lips...TimeWise Miracle Skin Care for your soft, smooth, youthful complexion...our TimeWise Visibly Fit Body Lotion for soft, firm, toned, youthful skin on your body...and then we'll relax by creating Satin Hands and Beautiful Soft Feet.

**Indulge Soothing Eye Mask:**

Have you ever had a long day? Didn't get enough sleep? Do your eyes ever look tired and puffy? Indulge Soothing Eye Mask is a wonderful treat for the delicate eye area~soothing gel with botanical extracts, cucumber, & comfrey firm & tone the skin, reduces the appearance of puffiness, super hydrators calm & cool & refresh a tired looking appearance. You can apply as a mask by using a generous amount and after 5-10 minutes remove with a cool damp cloth. Apply sparingly as a leave on under eye products in the morning or at the end of the day when your eyes need refreshing.

**Satin Lips:** Use the OFEMR to remove any lipstick guests are wearing. (use damp cut up facial cloths)  
Apply Lip Mask, in a gentle circular motion so the miniature beads will lift and remove the dead dry skin, leave for 1 minute, remove with another damp facial cloth square.  
Apply the Moisturizing Lip Balm to keep lips soft, kissable, and to prevent lips from getting chapped, chafed, cracked, or wind burned. (Use a spatula to give guests a small amount on their finger)  
(optional): Seal in the moisture with Triple Action Lip Enhancer (now discontinued), which will also reduce the appearance of fine lines around the lip area & keep lipstick on longer.  
Describe the New Lip Outliner Pencil, which, when used to line and fill in the lips, prevent lipstick, lip liner, even lip gloss from feathering & fading.

### **NOW, The Heart of the Company!!!**

**Our TimeWise Skin Care Set!!!!** You get younger looking skin every time you cleanse & moisturize!  
With TimeWise 3in1 Cleanser (apply to the back of 1 hand) you cleanse, exfoliate, & freshen your face in 1 simple step. Antioxidants, botanicals, & refined microbeads smooth, tone, & freshen the skin. Also contains Vitamin A Retinyl Palmitate to firm and increase the skin's ability to product collagen. (remove w/a damp facial cloth square)  
Our Time Wise Age Fighting Moisturizer is a luxurious oil free moisturizer that firms, brightens, and reduces the appearance of fine lines, hydrates 10 hours, and always looks fresh. (apply a small amount to the same hand as cleanser)  
We offer 5 different types of foundation, and when we get together one on one, we'll determine the best choice of shade and formula for you. For today I want to *WOW* you. (Take a medium coverage foundation and apply a small amount on the back of BOTH hands. Ask guests to blend it in and compare their two hands...) "BIG DIFFERENCE, ISN'T IT!?!?!?!?"

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I'm always so excited about our Patented TimeWise Skin Care. It's the reason we're the Best Selling Brand of Skin Care in America! The entire TimeWise Cleanser, Moisturizer, & foundation is only 52. Less than the price of a soda or coffee each day and results that are priceless! (you just closed the basic!)

Now for those that want to go BEYOND THE BASICS and use the very best product on the market today to slow down the aging process and benefit skin that's already been damaged, I want to talk about upgrading to our Miracle Set...The Fountain Of Youth! Day Solution (demo on left elbow) is used during the day to protect from the UVA rays that age as well as the UVB rays that burn. The Night Solution (demo on right elbow) is alcohol free & offer microbeads that contain the freshest vitamins and peptides to repair and restore your skin while you sleep.

Just look at the chart (in beauty book or use the insert from your miracle set)...after 8 weeks of consistent use, you could see a 48% reduction in the appearance of fine lines and wrinkles!!!! That's almost HALF!!! That's why we call it the Miracle Set and I couldn't be more proud of the results it brings! Could you get excited about creating a more youthful radiant complexion, with our TimeWise Cleanser, Moisturizer, Day & Night Solution, and your foundation of choice, for only 102!?!?!?! Miracles really do happen!!!

**TimeWise Visibly Fit Body Lotion**, It's the lift you've been looking for. What the TimeWise skin care does for the face, this lotion does for the body. The silky smooth body lotion combines the benefits of our patented TimeWise Complex with the benefits of amino acids and botanicals to help reduce the signs of aging. Each application provides immediate moisturization, leaving the skin soft & supply & hydrating for up to 10 hours! Best of all, it firms, tones, increases elasticity, evens skin tones, and MINIMIZES THE APPEARANCE OF FINE LINES, CELLULITE, AND SPIDER VEINS!!!

Now we'll finish up by pampering our hands and feet with our **Satin Hands & Body products**. We'll do one foot at a time and will start with Extra Emollient Night Cream to massage in. Apply to your hands as well. Then add some Body Buffing Cream (or Limited Edition Sugar Scrub) to remove the dead dry skin. After massaging, put the first foot back into the water and repeat with the other foot. Then we'll use a little Body Cleansing Gel or Spa Body Wash to wash the residue off hands and feet. Dry well. Top off with the coordinating Spa Lotion.

***THIS IS A KEY TIME OF THE PARTY!!!!***

**Give each guest a MK Girlfriend Event page. Briefly review the highlights of each Girlfriend Party. Ask each guest to check the ones that interests and excites them the most and the ones they think THEIR girlfriends would benefit from the most. Have them STAR the ones THEY would like to be the Hostess for.**

**Collect the completed flyers to hold a drawing from and reward the winner with a \$5 Product Credit that they can redeem tonight!**

**Then review the Sets Page, the Hostess Program from that same page, and take your orders, book your future HOSTESSES, and offer to go over the information about the company with those who would be interested in hearing more and receiving a special gift from you.**

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**TAKE TO CLASS:**

- Relaxing music CD or Cassette.
- **Unscented** candle & holder. (Don't forget matches)
- Retail Demo of all: Spa Lotions, Indulge Eye Mask, OFEMR, Satin Lips, Triple Action Lip Enhancer, Visibly Fit Body Lotion, & Satin Hands Set (& Limited Edition Sugar Scrubs).
- Sets to sell of the sets offered with the \$199 Roll Up Bag.
- Skin Care Profile Cards, Brochures, Disposable wash cloths cut up (for satin lips demo), 2 mirrors for them (to pass around) sales tickets, hostess packets, recruiting packets, Booking gifts, etc.
- Copies of the \$199 Sets Page and the MK Girlfriends Event page
- ☺ Water Basins (dish pans) & bath towels for each of your guests