

FACIAL/PARTY... (Visualize/Pray/Expect Great Things/Feel the Group Vibe-adapt)

Introductions

Welcome everyone! Thank you for being here! I'm so excited to share our Mary Kay products, customize them to you, and get your feedback!

THANK YOU_____ for bringing us together for some fun pampering! ^(GIFT) Let's introduce yourself and would you also share (something about _____(hostess)-a fun short memory or interesting fact or something you love about her or something about you or a question you have about skincare-just mention 1 of these). (Could we start with you/point; respond as they share; thank you for all that sharing.)

_____ (hostess), I appreciate (kindness, quick reply-honor her).

I'd like to introduce you to MK the company and woman/we are celebrating over 60 Years in business as a company. Our world headquarters is in Dallas TX and we are in over 35 other countries around the World. We employ our own Scientists in TX-products you'll try and hear about made by them-if you have questions I can contact them.

Mary Kay Ash, our founder, has been named one of the 100 Best Business Women in history. She had a mission to enrich women's lives and wants everyone to know and feel they are beautiful inside and out. Even people she would never meet-through our Mary Kay Ash Foundation—a lot of people don't know we have a charitable Foundation that gives financial resources-millions of dollars through the years-to cancer researchers working on a cure for cancers that affect women and domestic abuse shelters and their programs (researchers/shelters locally have received MK grants/inspires us to reach out and make a difference locally)-thanks to our customers & consultants!

I've been with MK for 28 Years/a couple years before that I got a Makeover on my face-I had dry flakey skin. After I got my skincare set I remember telling the consultant this stuff must be magic-I loved how my skin felt. She wanted to share the consultant opportunity with me, but I was too "busy" to even look at information (morning drive radio newscaster and marketing/advertising executive during the day, family, home, involved in my communities). One day some information was slipped into one of my product bags-Divine Intervention-then I got a Makeover on my life. In that information I saw MK's positive empowering culture and lifestyle philosophy of Faith first, Family second, Career third-I thought WHAT? is this company about-I was work first, work second, work third, a little bit of family time, church once a week and back to work. Then I saw no quotas-that got my attention-I didn't need any more numbers or stress and I don't like pushiness. Next I saw no territories-that spoke to me because my family and many friends at that time were in other areas! My MK gives me the opportunity to live our Mission to Enrich Women's Lives externally, internally & eternally... Externally I get to pamper people with our healthy and beautiful products and make new friends/Internally I truly love to inspire and help others see the greatness in themselves-to live their dreams and THEIR best life-just like I get to/and Eternally to know and share the joy of God and Heaven. (slight pause) That's a little about MK & me! Now let's

Let's start your pampering with 4 opportunities you get today:

1. #1-get pampered-try products any time especially when we have new product launches-so fun to share with you and get your opinion, consult with you to serve any product needs you have, and be friends with you.
2. The 2nd opportunity is to have MORE FUN, try other products, invite a few of your friends, and get FREE shopping!
3. Next, as you're pampering today if you think, "Hey this looks and sounds fun and interesting-I'd like to know more about being a consultant and the benefits for me like _____ (your name) got for herself!"-I'd love to share some information-there's no obligation to get information. It's super easy to join Mary Kay and we can go over that after the pampering (I always say be wiser than me-don't wait 2 years to just get information 😊)! (I'm looking for...)
4. Lastly, I have a THANK YOU gift for each of you for coming and pampering today! (hand out or give at their individual consultation)

For now just sit back and relax. If you think of any questions, don't hesitate to ask or write on your sheet! This sheet is for you to make notes on, circle anything you're interested in—to get now, with your free shopping spree, or get a sample! (Everything I'm sharing are Best Sellers and favorites!-many others-but take too long.)

Let's pamper you...so you can LOVE YOUR SKIN!

Products

You're going to try products on your hands, face, and pass some pictures around.

We are going to pamper with a hand spa first...Satin Hands (& Satin Feet)-(rings off/you'll rinse off products)

*Protecting Softener-apply a dot to hand and rub all over top and bottom, both hands-massage in; very moisturizing, use on any dry skin (elbows, knees, heels)

Choice of White Tea & Citrus or Fragrance Free for the next 2 steps...

*Smoothie-squirt ½ pump-massage in-naturally exfoliates and nourishes (it's great for the feet or all over the body to lift off dead/dry cells naturally) Rinse & Dry

*Nourishing Shea Cream-tiny squirt on hand-moisturizes for 24 hours through washings (show back of bottle)-goes under your skin's surface; nourishes with apricot/sunflower ingredients, vitamins A and E. How do your hands feel? Makes a great gift, too! Sheet?

We will clean your eye area first so you don't have to get cleanser there...

*Oil Free Eye Make-Up Remover-on your cotton pad-it is oil free (looks like oil mixture when 2 key ingredients for cleaning and conditioning mix); gently removes all make-up, great for no make up days or non make up users to clean and condition lashes and skin so you don't need cleanser in the eye area. Safe to use with lash extensions, contact lenses in, sensitive eyes. In the past it's received the #1 Beauty Industry Award. We have the Good Housekeeping magazine Seal of Approval on many of our products.

I want to give you a glimpse of our Skin Care Programs for the whole family...having our own scientists all of our skincare products are created to intermingle/work together.

Mary Kay Skincare-just show picture unless pampering with it-great for pre-teens, teens, or anyone new to skincare or is not concerned about signs of aging; customized to your skin type (Hydrating for Normal to Dry Skin and Mattifying for Combination to Oily Skin), very clean-fewer ingredients, and gentle on the skin. There's a Cleanser, Scrub, Toner, and Moisturizer.

Anyone with pre-teens, teens, or grandkids?-you might circle this on your Sheet.

CLEARPROOF-show picture/using-this is a SERIOUS Acne System-you get an effective regimen clinically shown to provide clearer skin in 7 days!* Then, continued consistent use for even more results. This is most used by teens with acne and preteens with skin issues. Anyone who experiences break outs here and there will love just the Acne Treatment Gel from this line-aka Zit Zapper-one of my favs/blemishes gone in a day! If that would benefit you/anyone you know, circle Acne Treatment Gel on your sheet.

NATURALLY-show picture/using-this line nourishes skin with naturally derived ingredients (99.5% cleanser; 100% all other products); Free of Parabens, Synthetic fragrances and dyes; 3rd party certified-ECOCERTS verifies the naturally derived ingredients and formulas; supplements our other skincare lines, too. (Nourishing Oil uses.)

All of our skincare products are dermatologist certified for sensitive skin.

(MEN'S SKINCARE-show picture/using-guys can use any of our skincare lines or this one created for their skin-gel cleanser/hydrator with spf.)

TW Miracle Set-see info

TW Repair Volu Firm Set-see info

TIMEWISE MIRACLE SET-this product line prevents premature skin aging with 4 proven products, 3 simple steps, you can use it 2 times a day, 1 patented 3D complex w/Vitamin B3! If you have some signs of aging-you'll see results in 2 weeks or less or it will keep signs of aging away longer!

Both the Cleanser and Moisturizer are customized to your skin type for n/d/replenishing and nourishing the skin or c/o helps skin keep feeling balanced.

Let's Pamper you with it: dampen your face, apply cleanser up and out, wipe off

*The TW 4 n 1 Cleanser cleanses, refreshes, exfoliates, and brightens.

Skinvigorate Sonic Cleansing Brush- Sonic powered with 3 speeds (click on them); use in the shower (charger protected); brush head on/off easy-pass around-feel the bristles-so soft! You can share the machine with everyone in the family-each uses their own brush head. A brush cleans better than hands/washcloth-think of brushes we use...

Toothbrush-don't clean your teeth with your finger or washcloth

Floor brush-don't wash floors with your hand or cloth

Masking is for all skin and ages. Two of our most popular masks...mask applicator

*Deep Cleansing Charcoal Mask-put on nose area (or face) show picture/- made with activated charcoal-works like a magnet to unclog pores, 2 types of clay-absorb oils and reduce shine, peppermint rosemary, honeysuckle, and navy bean (MK has the patent on navy beans used for brightening skin-along with 1600 other patents in the skincare industry-a leader for sure). It goes 3 layers deep to pull out oils, dirt, impurities to the surface (even glass shards-deer accident story); 2 layers deep are blemishes and whiteheads, and one layer deep are blackheads (pass nose picture). Created it as a soft mask/not a peel off.

*TimeWise Moisture Renewing Gel Mask-to try on face or arm-you can keep this on for 10 minutes or all night pampering-you can leave it on all night right now, too! Get 10 skin renewing benefits-hydrates, firms, smooths, softens, nourishes...take it home for the other 5 ;)) wink-purifies, calms, reduces fine lines, balances, and maintains skin moisture. Dry to oily skin should use this...myth that oily skin doesn't need moisturization or hydration; if it doesn't get hydration it will increase oil to make up for the lack of hydration-it overcompensates...the skin is not actually oily.

Mary Kay created multi-masking...use the Deep Cleansing Charcoal Mask in the T-zone and the Gel Mask on the rest of the face or wherever you need each one.

*Mask Applicator-made out of silicone, can also be used to apply other serums.

We have sheet masks and other masks.

Remind them to mark their Sets Sheet.

Let's pamper your lips! *Satin Lips-apply on Q Tip ends-flat end/sugar scrub; point tip for the balm

Shea Sugar Scrub-gently exfoliates, smooths, softens, and polishes lips; use 2-3x a week; rub around lips and wipe off with corner of your facial cloth.

Shea Butter Balm-apply to the pointed end of the Q Tip...deeply moisturizes; use just 2-3x a day-hydrates under lip skin for up to 8 hours; I brush my teeth morning/night-apply balm...not a lip balm you constantly apply. A friend's husband shared at his factory job-so dry there-everyone bought it! We now say it's Factory Approved!

(Could do Ticket Marketing, Ask for referrals/people enjoy pampering/invite to their follow up to try more products; share your favs; products from pre-profile; sets sheet.)

Wipe off Mask.

*The TW Antioxidant Moisturizer-apply and massage in- it re-energizes skin's healthy glow and provides 12 hours of hydration with a nongreasy, quick absorbing formula. (Use before Daytime Defender and after Nighttime Recovery.)

*TW Daytime Defender Sunscreen SPF 30-put a dot on top of the Antioxidant Moisturizer and gently massage in- helps improve visible premature skin aging while defending against daily environmental stressors. (Only 20% of visible skin aging is from the natural aging process. Other factors are UVA-aging and UVB-burning Rays, Blue Light, Pollution, Lack of Sleep, Diet, Tobacco Smoke). Hero ingredient in Daytime Defender-prickly pear extract.

*TW Nighttime Recovery-show bottle/clear serum; dot on arm-cloudy from actual vitamins breaking open- works overnight to reveal skin that looks well-rested and feels renewed as expression lines appear softened and the look of wrinkles is reduced. Special Nutribeads Duo burst to release a blend of vitamin derivatives with every use.

*TW Eye Cream-use ring finger to tap under eye area/on lid- it's important to give special care to the delicate eye area. This eye cream helps improve multiple signs of visible skin aging and fatigue, including fine lines, dullness, firmness and texture. It visibly brightens the eye area and provides 12 hours of moisturization; prevents undereye puffiness and helps reduce the pigment that contributes to the look of dark circles. You'll look more well-rested as the eye area appears revitalized.

ANYTHING TO MARK ON THE SETS SHEET?

TimeWise 3D® Complex powers each of the TimeWise® Miracle Set® products with three critical dimensions of skin support. Think of it as the "ABCs" for skin. 1. Antioxidants provide advanced environmental protection* against skin-damaging free radicals caused by sun and pollution, and they reduce* free radicals caused by blue light. 2. Brightening targets and helps promote a more even skin tone. 3. Collagen helps support* skin's natural collagen and elastin.

TIMEWISE REPAIR VOLU FIRM SET...it's not only preventative, but also REPAIRS damage you might have already experienced. (Most people see/feel IMMEDIATE results or within 7 days.) You get maximum benefits with minimum products and time! (Let's pamper you with:

*Foaming Cleanser...dampen your face, squeeze a pea size dot (foams with more water)-sweet pea is an ingredient in here that nourishes the skin; also renews skin radiance. Your skin will feel like cashmere after this!

Skinvigorate Sonic Cleansing Brush- Sonic powered with 3 speeds (click on them); use in the shower (charger protected); brush head on/off easy-pass around-feel the bristles-so soft! You can share the machine with everyone in the family-each uses their own brush head. A brush cleans better than hands/washcloth-think of brushes we use...

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*TimeWise Moisture Renewing Gel Mask-to try on face or arm-you can keep this on for 10 minutes or all night pampering-you can leave it on all night right now, too! Get 10 skin renewing benefits-hydrates, firms, smooths, softens, nourishes...take it home for the other 5 ;)) wink-purifies, calms, reduces fine lines, balances, and maintains skin moisture. Dry to oily skin should use this...myth that oily skin doesn't need moisturization or hydration; if it doesn't get hydration it will increase oil to make up for the lack of hydration-it overcompensates...the skin is not actually oily.

Mary Kay created multi-masking...use the Deep Cleansing Charcoal Mask in the T-zone and the Gel Mask on the rest of the face or wherever you need each one.

*Mask Applicator-made out of silicone, can also be used to apply other serums.

We have sheet masks and other masks.

Mark their Sets Sheet.

*Advanced Lifting Serum-½ pump, apply to the just cleansed face-we call this Botox in a bottle...it lifts just like its name says and tightens-targeting the face and neck...forehead, too. (Some people will ask if it can be used on the body...our TW Toning Body Lotion is the answer and referred to as Spanx in a bottle. ;) (It's under Love Your Body-and you will!)

*Eye Renewal Cream-show first; pass around to feel tip/wipe off; ring finger and massage around eye area-firms, tones, lifts, doubles hydration, minimizes deep wrinkles...can be used under the eyes, over to the side, and on the lids. The applicator reduces puffiness, always cool-same metal-called ZAMMAC-used like in boxing to reduce swelling and helps to stimulate microcirculation.

*Day Cream SPF 30-q tip out-massage in up and out on face-protects, hydrates, firms, increases skin moisture for 12 hours, guards against UVAging/UVBurning rays. Skin feels instantly hydrated, comforted with that youthful look restored, and neck area looks firmer.

*Night Treatment with Retinol-q tip out-try on the neck or wrist-has the golden ingredient for anti-aging ... retinol ... encapsulated in here so it gradually releases (to prevent skin irritation) while you sleep to work on your skin tightness, brightness, evening skin tone; there are also plant stem cells in here for skin renewal and triples skin hydration. Promotes the production of collagen-helps increase elasticity.

Use the Tallest to Smallest in the morning and at night

With these products just 1 pump or less...hands not in jar, no light or air get in to keep it fresh, vacuum system to use it all up.

That's the complete TimeWise Repair skincare set...**MINIMIZES** products (3-4) and time while it **MAXIMIZES** the benefits!

ANYTHING TO MARK ON THEIR SETS SHEET?

OPTIONAL DURING MASK/TABLE CLOSE

Sometimes-different ages/stages of life- your skincare set needs a boost or supplement—let's share a few more products for the ultimate skincare customization.

*TW Repair Revealing Radiance Facial Peel-pass picture-glycolic acid in here just like dermatologists use. It goes 3 layers deep to remove dead skin cells, bring fresh skin cells to the surface, and has a marine extract for extra soothing and hydration benefits (no burning or redness with this peel). Reduces skin pockets/hills & valleys on the surface. Just apply on cleansed and dry skin, leave for 10 minutes, wipe off, and apply the next product. This is considered a chemical exfoliator-no chemicals-just a scientific description/property.

*We have a physical exfoliator...introducing Microdermabrasion Plus for polished younger looking skin! (Dampen a spot on your arm/apply refine and wipe off.) Just like dermatologists/med spas use...we also use oxide crystals to improve skin texture, reduce fine lines, and smooth the skin. Use just 2-3 times a week. (Most dermatologists charge 50 for consultation and up to 300 for the actual treatment...you get 37 treatments for just \$58 with Mary Kay. PLUS...)
Pore Minimizer...(put a dot on the area you just refined, rub in and keep on)...a nourishing serum with fruit extracts to tighten pores, nourishes the skin with vitamins and antioxidants, and gives a natural glow.

(For your MK Sheet...do you prefer THIS/hold up peel or THAT/microd or BOTH?)

More Eye-deal Products

*Hydrogel Eye Patches-pass picture & show patch-depuffs, brightens, hydrates, cools, and soothes (many find it firms, too). My team calls these our V-8 patches...the gel is made with 8 different fruit and vegetable extracts; use 2x/week for 20 minutes (or longer if you're like me...work out, get ready-stay on, peel off)

*Under Eye Corrector-use at your color appointment- corrects/fine lines, conceals/redness, hides/dark circles, brightens/everything. Worn alone/over foundation-picture perfect every time. (different than concealer-brightening)

Miscellaneous Products-to really customize your skincare and meet your individual needs; give skincare a boost only if you need it:

Clinical Solutions Boosters-

Anyone have dark spots? Redness? Dull Skin?

Our Brightener is your solution!-just show bottle

Who has fine lines?-Line Reducer to the rescue

Need Hydration? CA Hydrator will do it (show picture of both)

Got rough skin? Resurfacer is the solution-just show bottle

(Other products...your favs)

Table Close

Hold up Sets Sheet

We're going to do a quick review to make sure you didn't miss anything and share a gift I have for you!

We have skincare sets for the whole family-pre teens, teens, men, and women from \$50-60 for complete sets that will easily last 3-4 months for less than 50 cents a day!

All products work better in sets...like baking a cake-you don't want to leave the egg out it won't bake right...you don't want to leave the moisturizer out your skin won't feel right and the moisturizer won't work as good if the skin isn't cleansed first.

When you use our products in sets...they work better for you and we give you a gift with your purchase. We can substitute items in a set or create sets for you.

At the minimum, we suggest a Cleanser/Moisturizer-that counts as one set.

REVIEW SETS USED TODAY!

(If there's time...I do a wrist facial here on 1 guest to show the effectiveness of skincare again-put on her fingertip and she applies on inside of 1 wrist over lines: cleanser, wipe off, day cream/moisturizer, foundation on fine lines of one wrist; just foundation on the other wrist.)

Pick any 4 sets and you'll get our famous Roll Up Bag! Everything in my bathroom fits in here-my morning products, color, nighttime products, and other products/pocket. You can hang it, twirl it, and rip it to just take a pocket-overnight, to the gym, anywhere. Get the TW Repair Set for the ultimate in anti-aging and it's yours free...or any 4 Sets! Get some Anti-aging with the Ultimate Miracle Set for 3 sets and pick another set-get the FREE Roll Up Bag!

When you schedule your follow up/makeover within 2 weeks...you can also add on these sets (point to Love Your Look) and if you invite guests you get free shopping! I can take Credit/Debit card, cash, check, or Venmo. I have products here for you to take home.

I'll meet with each of you individually to get you your gift for coming and anything else you'd like. I want to give you Golden Rule Service-let's go to this pink spot so you can answer these questions and I'll be better prepared for you:

1. Thank you again for getting together! If you'd like anything you tried or heard about you can get it from me...Circle YES if you'd like to get any products or NO if you don't want to.
2. I like to do a free follow up with you and give you more pampering...feel free to mark any products you'd like to try at your next pampering. Who do you think would enjoy getting pampered?-you can write some names on the edge or back. How about some fun with your bff's/family, do you know anyone getting married, having/just had a baby, celebrating a birthday/anniversary, Every Day Hero-helped you or helps others-great way to say THANKS, neighbors, co-workers, past acquaintances and reconnect! Circle FREE if you'd like to invite others-these people or anyone else-and get some FREE shopping with our Hostess Rewards. You get to pick your hostess credit products. Or ME if you'd like to just pamper on your own.
3. Remember at the beginning I said be wiser than me/wise like me and get information about the consultant opportunity-there's no obligation. I didn't see myself doing this in my wildest dreams...I'm so glad I got the information. I'd love to share it with you for you or maybe even someone you know—circle additional info. If it's not for you – no problem, I love to have customers-circle NO. If it is for you-that's awesome...it's a wonderful opportunity and company!

I'll meet with you individually (here/point to place/at ____ time if virtual). Bring your Sets Sheet/profile and pick your gift. (While you're waiting feel free to try our fragrances.)

Is there anyone who needs to leave soon?-I can meet with you first! (Or, ask the most interested one to meet first.)

INDIVIDUAL CONSULTATION

Thank you for coming (genuine compliment). What did you enjoy the most?

What was your favorite set you tried or heard about?

(YES) What would you like to get started with?

Great...is there anything else? (Write Up/Get money/she might pick out gift, Blessing Bag, sample...pamper yourself when you get home.)

Let's schedule your Follow Up Appointment (would you like color/body)...

Who would you like to invite?-names on sheet

Next week or the week after?

Date/Time/Place?

I'll give you a SAVE THE DATE to send out right away! (Picture together/her/image/info)

Coach her for what she'd like to get free. Next Step for inviting...tentative book a date.

Not inviting-plug her into a guest event or your scheduled times for singles.

What would you like more of or less of or to change in your life? What questions do you have about being a consultant? Share info...how could a MK business bless your life?

A-send her the link/sell her product/book her follow up; B C-schedule time to follow up

Taking with her...schedule follow up time.

Signing-YAY! Sign up there, (congratulate in front of the group); next steps

Thinking about it-ask what would you like to know? Other questions you have?

Think more—no problem I'll follow up in 24-48 hours (set time) so you don't overthink it.

If it's for you now great! If it's not-no problem-I'll love having you as a customer.

Next step...

THANK YOU...

For your time, feedback and supporting (hostess). It was so nice to meet you.

I'm looking forward to having you as a friend/customer. (Next step...)

NO not purchasing...based on the items you have marked-would you like to purchase them another day? Yes-when?

No-or schedule a party and get some FREE with Hostess Credit? NO-no problem. THANK YOU for joining us. YES-schedule.

**If she's not sure about skincare, a NO, or hesitant—do the Skin Analyzer App on her.

**If she purchases skincare you can do the Skin Analyzer App on her -if she didn't use it yet-to compare results in 1, 2, or 4 weeks.

And, your Blessing Bag so you can pamper yourself before you go to bed tonight (headband) or tomorrow (earrings)...let's put a sample in there (based on what she's buying, something left on her sheet, what you brought...).

DOUBLE CHECK HER MK SHEET FOR ALL INFORMATION! THANK HER AGAIN for coming/ordering/participating!

REVIEW YOUR NEXT STEP WITH HER (Check on products/sample, invites out, interview, deliver/send products, etc...)

MARKETING...

Based on time/group feel you might do one of the following before #3...

*Let's turn the table and let you ask me 5 questions about being a MK Consultant. Any questions you have...get a ticket for each question asked.

TICKET MARKETING-question/answer/give a ticket/draw for a prize

*Let's play a fun game called What's In Your Bag/On You and I'll share what came in my MK Bag with that same letter...first to find something/or 1 item/person gets a ticket: M-money/memories R-Recognition S-Self growth F-Fun/Friends/Freedom C-Car or Cash A-Advancement at your own pace B-Boss (flexibility, time, paycheck, people, decisions, ideas) MRS F CAB

*It's time for a sweet treat (mini candies)! Bring out bag of candy...everyone grab one and I'll share how your candy relates to my Mary Kay.

Almondy Joy-the joy it brings me (examples: people, flexibility, memories),
\$1000 Bar (money I've made/done with it) Starburst-star prizes Snicker-positive culture
Milky Way-be my own boss/my way 3 Musketeers (team I'm building/belong to)

OK, it's time for a candy break. Now what I'd like to do is have you pick your favorite one and I'll tell you what it means in Mary Kay - give her the candy.

These are some of my favorite reasons why women begin a Mary Kay business.

Pay Day represents the money we make in Mary Kay. What I love about this is that ANY day can be a PAYDAY. Some women like to have a PAYDAY once a month, some once a day. And, even if you're really part-time, this business can come in handy with unexpected expenses by spending some time on the phone to create a PAYDAY.

Big Red Gum represents the advancement and self-promotion that's available in Mary Kay. Everyone starts exactly the same way. It doesn't matter where you live, how old you are, what experience you bring with you. Any Independent Beauty Consultant can choose to move up at any time no matter how long she's been in the business. As she moves up one of her first awards is the red jacket for recruiting 3 or more team members.

Almond Joy represents the JOY of having a business that offers personal growth and self-improvement. This is the most important part because we believe what makes you beautiful is what's on the inside. Many women love this business because it allows them to build their confidence, overcome shyness and enjoy personal growth.

3 Musketeers represents the three PRIORITIES that this Company was founded upon: God first, family second and career third. I truly believe that most women seek to live their lives by these priorities. But often the corporations or employers we work for don't hold this same priority! Mary Kay, the woman, fell so strongly about this in 1963 that it would be the foundation upon which her Company was built, and it still holds true today, 40 years later.

Milky Way represents that we have NO LIMITS in our business. Any woman can choose to advance as far as she wants to go. The sky is the limit! You may not even be able to see it yet. It's whatever you want it to be. Any Consultant can truly set her own goals based on her personal situation.

Life Savers represents our AWESOME PRODUCTS. To many women, they truly are lifesavers. And Mary Kay is the best selling brand in the combined categories of facial skin care and color cosmetics based on the most recent industry sales data and actual Mary Kay sales.

Extra Gum represents the EXTRAS that are part of having a home-based business. They include being your own boss and setting your own hours so you can be with your family when you want to.

Snickers represents the girl fun we have. Many women are attracted to the Mary Kay business because of the awesome friends you make and the opportunity to meet new women. Most women need more fun in their lives, wouldn't you agree?

Starburst represents our STAR Consultant Program and PRAISE and RECOGNITION. We earn recognition for our efforts and achievements. We praise people for success AND are rewarded with Cinderella prizes like trips, jewelry, even the use of a career car.

100 Grand represents leadership and the opportunity to earn great commissions. More than 200 Independent National Sales Directors in the U.S. have earned more than \$1 million in commissions during their Mary Kay careers.

M & M's represent MEETINGS and MOTIVATION. Mary Kay is a terrific way to build a business at your own pace with lots of rewards. What sets us apart is the ongoing education and support we receive in our business.

Twizzlers represent our opportunity to be flexible. You can work this business around a very busy life and make it fit your needs. Put in a little time or a lot. It will adjust as you shape it into whatever you want it to be.

- At this point, the Consultant holds up each item and tells the guests what it represents.