

Welcome Guests and Thank Hostess

Okay, let's get our Glow And Tell Party started!

First I want to thank everyone for being here and _____ for inviting us into her home!
You're going to have a blast getting pampered!

I'd like to meet everyone!

Tell us your name, a little bit about yourself (work/children/school etc), & something you think is special about our hostess.

There are the 3 things we're going to do today:

1. **Learn about skin care** that will make your skin glow.
2. **Do a basic color look**—we call “Dash-Out-the-Door Look” or I like to say “Get Cute Quick”.
3. Have **individual time with me at the end** so I can answer any specific questions about your skin and find out what you want to do for your customized skin care and/or color look at your follow-up appointment.

I'd like to present our Hostess with a THANK YOU GIFT:

This gift is for having me over & sharing me with your friends, which is a HUGE compliment!

Who likes free things?!

Our hostess is going to get a chance to earn LOTs more FREE product today.
However, all of you get the chance to earn free gifts as well!

We're going to have a little competition to earn raffle tickets!

You can get a raffle ticket by answering question and at the end we'll draw winners to receive gifts from the center of the table.

The Mary Kay Opportunity and Your I-Story

For a ticket, guess what year Mary Kay Cosmetics was founded (ANSWER: 1963).

Mary Kay Ash wanted to provide an unparalleled career opportunity for women, allowing them to put **faith first, family second, and career third**. Her founding principle was the **Golden Rule**; do unto others as you would have them do unto you.

I'll tell you a little bit about myself and why I started my Mary Kay business:

My other profession is/was

When I began Mary Kay I was (teaching school, raising kids, whatever your life was like!)

My reason for starting a Mary Kay business was

One of my worries or biggest fears was

But I have found that

What I love most about my business is

My next step on the Mary Kay Career Path is

This means I am hand selecting women to join my team. I have ____ (#) positions to fill this month. I'm looking for women who are:

- **Achievers**: Meaning they want more out of life; income, friendship, personal growth, confidence, or flexibility.
- Secondly, I look for women who are **coachable**. I can teach you to be successful as long as you want to learn.
- Lastly, I look for women who **like to have fun**. We have fun together! We go on trips, we have events (Seminar-Grammys of MK)

If you know of anyone who has those qualities, let me know, because I'll have a referral gift for you if she decides to join my team!

However, don't discount yourself! If you have those qualities, let me know at the end!

Mary Kay says that at every party there are 1 or 2 future Beauty Consultants waiting to be discovered. I wonder who it could be? Watch me today and ask yourself, "**If I were fully trained would I enjoy doing that?**" And if you think you might, get some information from me during your individual consultation!

Hostess Perks

Here are some prizes I'm working on right now!

(show star prize pictures, monthly/quarterly/year-long prizes, Court of Sales or Sharing - that you taped on front!)

As you can tell I LOVE prizes! So my hostesses get lots of free prizes too!

As a HUGE thank you, our hostess _____ will receive **10% of all your purchases** in product credit today **AND** I will **DOUBLE** that when at least 2 of you choose to share your follow up appointment with friends!

Isn't that awesome?! **I LOVE free things, my motto is, "if it's for free it's for me!"**

Perfect Party Hostess Perks

PLUS, _____ also gets to earn a BONUS GIFT!

When we have a “**Perfect Party**” today, which is **2+2+2**?

- **\$200 in sales**
- **2 future bookings** when you share your follow-up appointment with 2 or more friends
- **2 sharing appointments** which means at least 2 of you agree to watch a YouTube video or listen to some facts about our company and give your feedback.

This will help our hostess earn her Perfect Party Gift.

- 1st choice: our **unfilled Compact and Compact Mini** that we can fill with your hostess credit

OR

- 2nd choice: the **Travel Roll-Up Bag**

What prize would you choose?

Okay ladies, (point to picture in flipchart) **this is what we’re working on earning tonight** for our hostess when we achieve a **Perfect Party of \$200 in sales, 2 bookings, and 2 sharing appointments!**

Our Products and Company

You are about to try some of the best products in the marketplace manufactured by a company that loves to give back to the community and environment.

In **a typical year we spend millions of dollars** and conduct more than **500,000 tests** to ensure that Mary Kay products meet the highest standards of safety, quality and performance.

None of the products you use today or will purchase in the future have been tested on animals. Your products are manufactured in our state of the art facility in Dallas, Texas.

Brand Keys just released its annual **Customer Loyalty Index Survey**. **Mary Kay is ranked #1 in Cosmetics.**

We have a very progressive recycling program we call Pink Doing Green. Even the peanuts used in our delivery boxes are made out of potato and cornstarch so they dissolve when rained on. We have also achieved zero landfill site status at our manufacturing facility in Dallas.

The Mary Kay Charitable Foundation's mission is to **stop domestic violence and eradicate cancers that affect women.** To date, The Mary Kay FoundationSM has awarded more than \$21.7 million to cancer researchers at accredited medical schools and schools of public health, and \$37.6 million to shelters and programs addressing domestic violence prevention.

Skin Care Sets

One thing I love about Mary Kay skin care is the ability to love your skin for life!

Whatever your age, skin type, or preferences, Mary Kay has a skin care product to suit your needs! Today we will be trying the TimeWise Miracle Set but here are our skin care sets customized just for you that you could also use in the #GlowandTell Challenge.

1. TimeWise Repair™ Volu-Firm™ Set:

How old you are is your business; however how old you look is mine! This set is designed specifically for anyone 45 and up, so if you fall into that category just go ahead and let me know during your individual consultation!

- It has everything you need for advanced signs of aging!
- It's designed to turn back time reducing the look of DEEP lines and wrinkles,
- Restores the appearance of LIFTED contours and recaptures YOUTHFUL volume!

2. Botanical Effects® Skin Care Set:

This is your easy beauty routine with personalized skin care designed for girls 18 and under! Contains personalized botanicals which deliver holistic benefits by skin type in 3 customized sets:

- enriches dry skin, keeps normal skin in balance, and controls oily skin

3. Clear Proof™ Acne System Set:

With the Clear Proof™ Acne System, you get an effective regimen clinically shown to provide clear skin in just 7 days. It's more than just fast results that makes an acne system worthy of your attention.

To truly get your acne under control takes a consistent program with results over time. People showed continued improvement in their skin during 12 weeks of use!

- Complexion looks clearer, clears up pimples,
- reduces severity of acne blemishes,
- fades the look of lingering acne spots, and
- minimizes the appearance of pores

TimeWise® Miracle Set®

Onto the **TimeWise® Miracle Set®** to make your skin GLOW!

This premium collection of age-fighting products delivers the benefits you need for younger-looking skin. The set uses the latest skin care science to deliver younger-looking skin for all skin types, including sensitive skin and those with rosacea.

Mary Kay is proud to share that the **TimeWise® Miracle Set® has earned the Good Housekeeping Seal!**

Now let's win some raffle tickets! Shout out the 5 basic steps to skin care.

(ANSWER: Cleanse, Exfoliate, Freshen, Moisturize and Protect)

The five essential steps to ageless skin are:

1. **Cleanse** to remove makeup and impurities.
2. **Exfoliate** to remove dead surface cells that dull the skin.
3. **Freshen** to tone the skin and refine pores.
4. **Moisturize** to hydrate for soft, smooth skin.
5. And **protect** the skin from sun and environmental damage.

The Miracle Set® delivers **all 5 of these, plus six additional benefits** which are:

1. **Smooth**
2. **Help reduce fine lines and wrinkles**
3. **Firm**
4. **Soften**
5. **Energize**
6. **Rebuild**

You get all 11 benefits in one set of products! You'll see your skin start to glow **in just one application today**. Then you can take the **21 day Glow and Tell Challenge** and see dramatic results in just **21 days**.

Oil-Free Eye Makeup Remover and TimeWise® 3-In-1 Cleanser

For a ticket, what is the first part of the face to age? (ANSWER: Eyes)

First we're going to start with our **Oil-Free Eye Makeup Remover**, the best-selling eye makeup remover on the market today!

Shake bottle until blended. Apply a small amount to a cotton pad. Then gently wipe away traces of eye makeup. Go ahead and do that now.

Its function is to gently remove all types of eye makeup, including waterproof, without leaving skin feeling greasy.

This unique, two-phase product gives the thin, delicate skin around the eye the extra attention it needs to remain youthful looking. It is ophthalmologist tested to be safe for contact lens wearers.

I love our Oil-Free Eye Makeup Remover because _____

Your Miracle Set® starts with the **TimeWise® 3-in-1 Cleanser**.

The 3-1 Cleanser comes in two formulas: one for normal to dry skin and one for combination to oily skin. It's also available in a cleansing bar. **Your customized formula is already in your tray.**

Go ahead and **apply TimeWise® 3-in-1 Cleanser to face and neck. Go up and out avoiding the eye area.** Add extra water to enhance lather. **Remove with your warm, wet cloth.** You'll do this morning and night. Never go to bed with a dirty face!

- Its function is to **cleanse, exfoliate, and tone** in one easy step.
- **Gentle microbeads** remove dead skin cells,
- Our patented TimeWise® complex **reduces fine lines and wrinkles,**
- And **botanicals tone your skin** and **make your pores appear smaller.**

I love 3-in-1 Cleanser because _____

TimeWise® Day Solution SPF 35* and Night Solution—The Set

Now let's talk about wrinkles. **I'm going to guess that none of us wants them right?!**

Mary Kay Scientists have discovered the **key to help diminish the signs of aging with our TimeWise® Day and Night Solution.**

We'll start with Day **Solution first.** Go ahead and apply that to your face now. Forehead, nose, cheeks and chin. Don't forget your décolleté. (collar bones to jaw line)

You'll use this every morning right after cleansing.

Its function is to:

- **Protect and shield** the skin from harmful **UVA/UVB rays with SPF 35***
- **Relax expression lines** with calming peptides,
- And **soften the appearance of fine lines and wrinkles** with light diffusers.

I love Day Solution because _____

At nighttime you won't use Day Solution, you will use Night Solution on your face. I want you to see what it feels like, so **we are going to use it on our elbow today.**

Night Solution's function is to:

- **Repair your skin** while you sleep,
- And **restore its elasticity and firmness.**
- It does this with these little **nutribeads**, which burst through the pump to deliver a **fresh supply of antioxidants and vitamins A, C, and E!** (ACE your Face)

I love Night Solution because _____

TimeWise® Age-Fighting Moisturizer & TimeWise® Firming Eye Cream

The next product in the Miracle Set® is the **TimeWise® Age-Fighting Moisturizer**.

Like many Mary Kay Products, it comes in **two formulas** to meet the needs of your skin type. There is also an optional moisturizer with SPF 30*.

Apply your Age-Fighting Moisturizer to your face. Forehead, nose, cheeks and chin. You'll use your moisturizer every morning after Day Solution and every night after Night Solution.

Its function is to:

- **Hydrate for up to 10 hours** using our exclusive dream humectant blend. (pulls moisture from the air throughout the day)
- It also contains **powerful antioxidants** which **guard against skin damaging free radicals** that are caused by pollution, radiation, cigarette smoke, herbicides and other environmental pollutants.

I love our Age-Fighting Moisturizer because _____

TimeWise® Firming Eye Cream is a luxuriously rich eye cream so advanced that it:

- **Improves firmness,**
- **Brightens,**
- Provides **intense moisturization,**
- Plus **minimizes fine lines and wrinkles** around the eye area.

Go ahead and **take your before selfie now so we can have a before and after for today!**

I'll be so excited to see your #glowandtell after skin care picture too if you choose to take the challenge!

Satin Lips® Set, Fabulous Referral Game

The **Satin Lips® Mask** contains miniature beads that **gently, yet effectively, exfoliate dead surface skin cells** that cause the lips to **appear dull and lifeless**. You'll leave this on for 1-2 minutes. Don't worry everyone will look like they just ate a powdered donut!

While your mask is drying, we are going to play the **Fabulous Game!!!**

Turn over your profile card and make sure you have your cell phone and a pen.

The biggest compliment you can give me is to share me with some of your fabulous friends! This month I am giving free facials and makeovers to _____people. That's a lot of faces!!! So I need your help! Here's how to play:

- **Think of the 7 most fabulous women you know.**
- **Fill in all the spots and you get a ticket!**
- **The first one done gets to pick a PRIZE!**
- **Ready, set, GO!**

While everyone is finishing up, go to my fan page (or group page). Everyone who likes it gets a ticket!

Go ahead and **wipe off the lip mask** with your wet cloth and **apply the Satin Lips® Lip Balm**.

Our lip balm moisturizes lips for up to 6 hours, while providing an invisible barrier to keep lips hydrated!

How do your lips feel?

Foundation Primer SPF 15*

Foundation is the final step in any good skin care routine. I want you to think of your foundation as your last step of skin care, not your first step of glamour because it is providing a service to your skin by protecting it from the environment. It acts as a shield! or example, who wears glasses? They get dirty during the day right?!

We want all of that dirt and pollution to fall onto your foundation, so that you cleanse and wash the dirt down the drain, instead of onto your skin and into your pores.

The **key is to use a foundation that is formulated for your skin type and perfectly matched to your skin color.** For a ticket, guess how many women are wearing the wrong foundation shade? (ANSWER: 70%)

Before we apply our Foundation we are going to use **Mary Kay Foundation Primer.** Foundation primers have been a **secret of professional makeup artists** for years to give models and celebrities flawless looking skin.

Pat this on your forehead nose cheeks and chin.

Its function is to:

- **Reduce the appearance of pores, fine lines and wrinkles** and other skin imperfections
- It **acts like a magnet** to give your foundation **real staying power**
- **Protects** your skin with SPF 15*
- **Absorbs excess oil** without drying your skin
- And **reduces redness**

I love our Foundation Primer because _____

Liquid Foundation Brush, TimeWise® Liquid Foundation

Our hostess is going to apply her foundation with our **Liquid Foundation Brush**, a synthetic tapered tip brush that allows for **flawless application with an airbrushed look**. You'll be applying with your fingers today, but will be able to try the Liquid Foundation Brush at your **follow-up appointment!**

A little bit goes a long way so **start applying a small amount and build light layers as needed!**

Both of our **TimeWise® Liquid Foundations** have the following properties:

- Visibly **reduce the appearance of pores, fine lines, wrinkles and skin imperfections**,
- Are **transfer and humidity resistant**,
- **Skin instantly looks firmer, younger and healthier**,
- And **color stays true** hour after hour.

Those of you wearing **TimeWise® Matte-Wear Foundation** for combination/oily skin will notice:

- a **long-lasting matte finish**,
- special **microspheres** that work all day to **absorb oil** and **control shine** without a heavy makeup look.

Those of you wearing **TimeWise® Luminous-Wear Foundation** for normal/dry skin will enjoy:

- skin that looks **luminous, radiant and immediately brightened** as skin texture appears visibly improved
- a moisturizing complex enriched with **skin-loving jojoba** that delivers **lasting comfort and hydration**.

I love my Mary Kay Foundation because _____

How does your face feel? Don't you love how soft and smooth it is? And you've only used these Mary Kay products once. **Just think how your skin will look and feel when you complete the Glow and Tell Challenge using the Miracle Set® everyday morning and night for 21 days!**

Benefits of Choosing Me as Your Personal Beauty Consultant

You will LOVE being a MARY KAY customer after purchasing your skin care set and choosing me as your PERSONAL BEAUTY CONSULTANT.

Here are just a few of the special perks I offer:

- **A product that takes years off your look**, minutes off your beauty routine and **has a 100% satisfaction guarantee!**
- **Gift with purchase all year long.** As a preferred customer, every time you spend \$40 or more with me you get a free gift with purchase!
- **Shop 24/7 on my personal website.** Whenever you run out of product or would like to try something new, you can order directly from me online! You'll have access to a free virtual makeover, tips and trends section, online shopping convenience and much more!
- **Free shipping or delivery.** Even if you move away you'll never have to find a new consultant! I'll just pop it in the mail to you for free. Includes my gift-giving services as well!
- **A complimentary magazine subscription of The Look** that includes on-trend for the season makeup artist looks and free samples of hot new products!
- **A personal beauty expert** who will help you look your best for special occasions like proms, engagement photos, weddings, pregnancy announcements, reunions, other special events, etc.
- **A check-up from the neck up a couple times a year.** Just like you see your hairstylist every 6-8 weeks or nail technician every 2-3 weeks, you can see me every 3-4 months to see what's new, learn new tricks, rematch foundations, adjust your skin care for that season, and just have some girlfriend fun!

Dash-Out-the-Door Eyes

Now let's try our **dash-out-the-door look!** I like to call this **GET CUTE QUICK!**

First, we are going to use our **Cream Eye Colors**

Our hostess is going to apply hers with our **Cream Eye/Concealer Brush**, a synthetic brush specifically designed for these Cream Eye Colors as well as our Mary Kay Concealer for precise and flawless application.

Apply with your fingers today, but you'll be able to try the Cream Eye Brush at your **follow-up appointment!**

- **Apply Beach Blonde** (the lighter shade) all over your lid and up to your brow.
- **Apply Iced Cocoa** (the darker shade) over top of your eyelid or the outer corner, smudged into the crease.
 - They are **crease-proof, waterproof and stay on for 10 hours**
 - **Creamy, smooth texture** glides easily onto eyes
 - **Dries quickly and does not transfer**
 - Doubles as an **eye primer** under mineral powder eye color
 - Can be applied in **multiple layers** while retaining a **lightweight feel**

I love these Cream Eye Colors because _____

Next, we have our **Lash Love Lengthening/Ultimate/Lash Intensity Mascara!**

Show your lashes some love with this perfect-for-every-day mascara!

I love this Mascara because _____

Dash-Out-the-Door Lips and Cheeks

For your cheeks we are using our **Bronzing Powder!**

You can apply this **Mineral Bronzing Powder** many different ways:

- To the **apples of your cheeks** following your **cheekbones** and up onto your **temples**,
- **Along your jaw line** to visually take off a few pounds,
- Even down the **sides of your nose** to make your nose appear smaller!
- Our bronzer creates a **natural-looking, sun-kissed glow** leaving your skin looking **healthy and radiant**.
- It has a **build-able luminous pearl finish**
- and is made with **light perfecting technology** so **skin appears smoother and naturally even-looking**.
- It also **controls shine**
- and **won't settle into fine lines and wrinkles!**

I love my Mineral Bronzing Powder because _____

Lastly, apply your **Mary Kay NouriShine Plus™ Lip Gloss in Fancy Nancy**.

- This is **not your average** lip gloss!
- It's loaded with **good-for-your-lips ingredients** like **antioxidants and vitamin E and aloe** to **nourish, protect, smooth and condition lips!**
- Provides an **instant boost** of moisture and some **serious ultra-glossy shine!**
- This gloss even **helps your lips look and feel younger!**

I love my NouriShine Plus Lip Gloss because _____

Compliment Time and Closet Close

OK, **take a look at yourself in your mirror** and see how great you look!

This is **my favorite part** of the party! **Compliment Time! Compliments make everyone feel good!** Let's go around the room and share the **improvements you're already noticing in how your skin looks and feels** and **one thing that impressed or intrigued you about our company or business!** Then everyone **give that girl a compliment!** (Go around room with compliments)

Doesn't that feel great?! I want to make sure you continue to get those compliments today and forever.

So at your **customized follow-up appointment**, we will **fine tune your regimen** to make sure things are working the best for you!
What would you prefer, (raise your hand)...

- A **Makeover** or a **Spa Facial?**

Closet Close

Now, I'd like everyone to close their eyes. I want you to **imagine you're going into your closet** to find a special outfit you wore for a special occasion (New Year's Eve, Prom, Wedding you attended, etc). **Think of all the accessories that go with it** (shoes, hosiery, jewelry, bag etc) and how much that complete outfit cost.

Was it \$100? \$200? \$300? More? **When you have that number open your eyes.** In the last year, **how many times have you worn that outfit?**

Let's put that price into perspective, because that outfit is going to sit in your closet about 364 days a year. But **you'll wear these Mary Kay products EVERY DAY!** And what's the first thing people see when they look at you?! Your face! That's why **skin care is the best investment we can make in our appearance!**

You also can't throw your old face away and buy a new one! **Which is why I enjoy teaching** women how to **keep the face they have glowing,** looking young and beautiful so you **always feel confident** when you look in the mirror!

Today you can choose between becoming a **Beauty Consultant** by purchasing your **Mary Kay Starter Kit** OR becoming a **happy customer** by purchasing your **Mary Kay Skin Care Set** and beginning your 21 Day Glow And Tell Challenge. **Let's explore BOTH options!**

Option 1: Become an independent Beauty Consultant!

Turn over your placemats and we'll go over a few quick details, so if you're having fun, consider joining today!

To join, you purchase your very own **Mary Kay Starter Kit bag!** It only costs **\$100 + tax and shipping.**

Inside the bag you get **\$466+ worth of retail product** to demo at your skin care classes.

That includes all the skin care products you tried tonight, foundations, mascara, eye makeup remover... **It's a REALLY good deal!**

PLUS...

- Party Supplies-trays, mirrors, washcloths
- Business Supplies-catalogs, sales slips, training DVD and Magazine. Even a datebook!

There's also a ton of **training and events** you'll have access to! We have **training events** every week that you are welcome to attend, fun girl's outings, travel opportunities; in Mary Kay **you're in business for yourself, but you're not by yourself!** We teach you everything you need to know to be successful! Let's face it, teaching skin care is not rocket science☺

Here's how we make our Money...(go over Avenues of Income top left corner) **MRSCAB**

We also have **residual income from re-orders.** I think if more women understood the power of **residual income** they would climb through a brick wall to get it!

- Here's how it works: This product is consumable! You wash it down the drain morning and night. Every time your customer reorders, you make the same 50% you did in the original sale! That is residual income, its producing income when you're not working. The larger you build your customer base, the more often that happens. Most customers reorder every 3 months.

Not only do we share the product but we also share our business opportunity! You also make an income when you **help other women start their business** and can promote yourself into Leadership Positions to receive even more benefits, some of which are listed under National Sales Director and Sales Director in the middle of the page.

The bottom shows you a couple examples of the money you can make as a super part-time consultant earning commissions from your **Skin Care Party sales.** If your boss said, **"I'll give you a \$10,000 bonus this year if you come in an extra 2-4 hours a week, would you do it?!" Of course you would! That's what we make holding one 2hr party a week!**

That's it in a nutshell! If you decide to start your business, I have an app on my phone where you can sign up in just 5 minutes today! If you decide you'd rather just **be a happy customer,** I'll go over **my deals for tonight** as far as prices go!

Quickly glance over the extra info here; this is your last chance to earn tickets before I draw for prizes! Maybe there is a question you have that I can answer to the whole group! First question gets 3 tix!

Option 2: Become a Happy Customer!

Turn to the back side of your set sheet and we'll go over our **Skin Care Class Deals and Steals** for today! These are **exclusive specials** for you just for seeing me in person attending a party!

Rollup Bag Close

Romance Bag

These are our **2 most popular sets** (pull out of bag)

- Ultimate Miracle Set \$205
- Miracle Set \$95

Deals and Steals

Queen of Everything

- Choose any **4 sets** and receive the **travel roll-up bag free**, any one **additional set at half price**, and **current gift with purchase free!**
 - Remember, the TimeWise Repair™ Volu-Firm™ Set counts as 4 sets so start with that and you'd already be the Queen of Everything!
 - The Ultimate Miracle Set® counts as 3 sets so just add 1 more and you are the Queen of Everything!
 - The Miracle Set® counts as 2 sets, just add 2 more!

Princess of Quite-a-lot

- Choose any **3 sets** and receive the **travel roll-up bag free** and **current gift with purchase free!**
 - The Ultimate Miracle Set® counts as 3 sets so start with that and you are the Princess of Quite-a-lot
 - The Miracle Set® counts as 2 sets, just add 1 more!

Glow And Tell Set

- Begin the **21 Day Glow and Tell Skin Care Challenge** by starting with **ANY 4 step skin care set!** You'll receive the **current gift with purchase for free!!**

I take all **major credit cards, personal checks and cash**. We also have the husband's unawareness program which is a little here and a little there. I can make it work for you (SMILE & WINK).

I have most, if not all of what you need here with you tonight so you can take your products home and get started right away!

I've enjoyed being here today! I hope you've had fun!

- We'll start individual consultations now, _____(energetic girl!) let's start with you!
Bring your Customer Profile card, set sheet, and free makeover sheet with you into the other room.
- While I'm starting with individual consultations, _____(hostess' name) now would be a great time to serve refreshments!
- (TAKE AFTER SELFIE and/or #glowandtell prop photo for your portfolio DURING individual consultations)

Individual Close

Close the Sale

1. Did you have a good time tonight?
2. How does your face feel?
3. Do you have any questions for me as your personal beauty consultant?
4. If you won the lottery and money were no object which set would you start with tonight?
5. Great! What sets would you like to take home with you tonight?

Get out your Sales Slip and start writing! Ask, "Is there anything else you'd like me to add?" until she stops adding. Then total up the sale, add tax, ask, "Would you like to pay by cash, check or charge?" Complete transaction before moving on.

Next, book the follow-up appointment:

"For your follow-up appointment, what's usually best for you, morning, afternoon or evening?"

"Okay great, I have _____ and _____ available, which works better for you?"

(TENTATIVE DATE BOOKING approach)

If she says something like, "Well, I'd like to check my schedule and ask around and see who's interested. I'll call you back about it." YOU say, "I understand. Well, _____, when you DO have your party, I'm sure you'd like _____, tonight's hostess, to get credit for it, wouldn't you?"

(WAIT for her to say, "Yes.") Then YOU say, "Great. Let's do it this way. We'll book a tentative date, with the understanding that you can call me within 24-48 hrs. & change the date. That way _____ will receive credit that you booked at her party!"

(Quickly Coach your hostess with tips and hostess perks)

"You can share your follow-up with up to 5 friends, isn't that fun?! That way it will count towards _____'s hostess credit!"
Just text me a guest list of the names and numbers of who will be joining you! If you text me within the next 2 days and I don't have to track you down for it, you'll get your first bonus gift!"

Book the sharing:

"Lastly, when's your first free half hour for your sharing appointment so _____ can earn her (roll-up bag/compacts), tomorrow or the next day?!"

After closings: add up sales, bookings, and sharings to see if a **Perfect Party** was achieved. If yes, make a big deal about the hostess getting her bonus gift after the appointments hold. If not, announce what they're short on and ask if anyone will help fulfill the missing link!