

OPENING & CLOSING A CLASS

Find separate area to do individual consultation. Put calculator, pens, catalog, goodie bags, Hostess packages, copy of what you offer for Hostesses, Team building Brochure and sales slips there.

Welcome & thank hostess for opening up her home and having you there. I have a hostess program that if you have 3 or more women over for a Facial you will receive your choice of the Satin Hands, Microdermabrasion or the Brush set valued at 75 dollars. I also give a special gift for holding the class on the date you booked. There are 2 reasons why you're here; one is try the product and the other is there's an opportunity attached to Mary Kay for either part time or full time work, making a lot of money and having fun. Thank you all very much for being here!

What's going to happen:

Company, myself (eye story), skincare, light glamour. Then I will take each of you aside and ask you a few questions and if you should want anything you could let me know at that time.

We have a 100% satisfaction guaranteed, and I also stock everything in the catalog and you will GET IT TONIGHT!!

CLASS

Table Close:

*All my specials are linked to skincare because that's what I care about and promote the most!
How the sheets work is if you purchase what's on top, with the price right here, whatever is on the bottom is on special!*

Special 1 is if you purchase the Cleanser, Day cream and Any foundation, you will get the Night cream at half price.

Special 2 we are just adding the Eye cream and the Microdermabrasion. And that's what we did today, getting this makeup at 50% Off. that's 4 eye colours of your choice, a cute Petite Palette and a lipstick or gloss all at 50% off.

Now this is my most Popular special By Far!! For 2 reasons. it's customized by you, and it's the most value for your dollar. How it works is it's a \$400 value the bag is 40 and you get to stuff it with 360 of Anything in the catalog, as long as you put in a cleanser and moisturizer because I care about your skin lol, So that's \$400 all together, then you get a \$101 for FREE so that's \$400 for 299!!

This is an idea of what it looks like (un velcro it and unclip the hanger) you can hang it on the back of the door or towel rack, it's great to keep your bathroom organized or for traveling and you don't forget the tweezers lol, Also each compartment comes off and it's great if your running late and you want to take the makeup pouch with you!!

I take Credit Card, Visa Debit, E Transfer, cash OR a payment plan. And as long and you can pay it off in 3 months you can go on a payment plan and that works out to be about a hundred bucks a month for \$400 worth of stuff and a 101 for FREE!! Does that make sense? Great!!

Now flip over the big pink sheet (the desert island sheet) write your first and last name, cell and date inside the cloud. So what this is, is if you fill out half a sheet with ladies 25 or older that live local, you will get a \$22 gift out of my goodie bag that YOU get to pick!! Fill out the whole sheet you will get even a bigger gift that you get to pick!!!! Just grab your phone go A to Z in your contacts and whatever you can do is great! (Now turn away start cleaning and ignore them.) After about 30 seconds if someone is not doing it say to just them quietly, that's totally fine just grab your book flip through from start to back and circle anything you are interested in or have questions about and that will help your individual consultations go that much quicker.

Individual close:

Did you have a good time tonight? Great!

How does your skin feel? (Touch face and hands when asking, head nodding)

Give her a sincere compliment.

Would you like to be on my Preferred Customer Program? All it is, is a Catalog that gets mailed out to you every 3 months with new products and a sample in it. (Assure them no one from the company will contact them.)

Here is a little thank you gift I made for you that I thought you would like. It has an eye color, my business card, the hand cream and some candies.

I just want to go over the 3 specials and show you the differences. Special one is if you purchase the Cleanser, day cream and foundation you will get the night cream at half price. Special 2 We're just adding the eye cream and Microdermabrasion!! And thats everything we did today, then you get the makeup at half price. Now special 3 is the Most Popular by far because if you see here (pointing to the total of special 2, then pointing to the \$299) it's only 20 bucks Difference! And here (circling the top of special 2) I'm picking everything, Here (pointing to the rollup) you get to customize everything, Here your getting the makeup and only \$32 for free, and here (Pointing at \$101) you get a \$101 for FREE that you get to pick! Now I always offer one extra payment for the rollup, (on the calculator divide 299 by 4 and show her) this is how much it would be a month before tax.

Did any of the specials appeal to you? (Usually the rollup)

*When writing up the Rollup **Don't assume they are done shopping. Say "Is there any thing else you would like?" until you get a no...** (when picking her payment dates the first one is today so it really only works out to be 3 months even if she is doing 4 payments)*

Would you like to have 3 ladies over and get up to a \$75 Hostess gift?

If I could show you how to make money doing this would that interested you? We would just get together for a coffee and I could share some more information.