

MARY KAY GLAMOUR GETAWAY

Take with you the following:

- Sets for each of the page 14 closing sets
- Velocity Closing Sets
- Body Care Sets
- Limited Fragrances

For each guest have:

- Profile card
- Pen
- Beauty Book
- Sales Ticket
- LOOK Book

Have with you:

- Washcloths in a "lunch bag"
- Mirror
- Wrapped hand lotion/body lotion samplers
- Roll of Tickets

Demo:

- On the Go Kit: Satin Hands
- And Visible Action Lotion
- Energizing Foot Cream
- Velocity Fragrance
- Velocity skin care
- TimeWise Skin care
- Day/Night Solution

Set Up:

- Display your Treasure Chest with sets put together.
- Make the table beautiful with extra flowers.

As each guest comes in greet her and ask her to fill out the profile card. Get something to eat and have a seat. (No table, in a semi-circle)

- You can do a drawing from the profile cards to make sure you get them back.

Consultant will introduce herself and use the script

Welcome to our Fun “Glamour Getaway” Where you will have see a treasure chest of Mary Kay!

Wouldn't *you* agree 'Women wear so many hats'? (talk about the different hats). *One* thing we *don't* do *enough* of is 'Relax and have Fun'! That's what we're going to do *tonight* - *Have Fun and get away from it all!*

First - You are going to get to *sample* some of our *awesome* products. Your hands *and* feet are going to feel so soft and relaxed with our Satin Hands and Foot treatment.

You will *also* hear about America's *Best* Selling Brand of Skin Care and *Color Cosmetics!* *and* find out how *you* can have the most *youthful radiant* looking skin in the *shortest* amount of time. Our Miracle Set is to *DIE FOR!*

We'll also eat and mingle and make *new friends* - Some of my most *favorite people in the world* are my Mary Kay friends!

And *then* you will have an opportunity to do what women enjoy *most* . . . *SHOP!* And if all *you* want to do is *window shop*, that's fine with me, but *don't worry* - we *will* show you our *Specials!*

Most Important - We want you to have *FUN* - *feel* pampered and be able to take home whatever *your* heart desires.

I will answer *each* of your specific questions at the *end* in our *personal* consultation when I go over your particular needs.

Also, you will all have the chance to book a personalized glamour consultation with me, and you may win this Glamour Brush Set!! We will talk more about that later!

Let's get started!

- Hand out Beauty Books with Sales tickets and pens. (Hold Look Books for end of the show).

Each of you has a Wish ticket - as we talk about these items please write down those items that your heart desires!! Make sure you put your name at the top, we don't want anyone else to get your heart's desire!! (smile)

1. **Sample TimeWise** (2 steps) on back of one hand, passing around the cleanser tube and following with a washcloth and moisturizer tube. Then have hostess go around and squeeze a tiny sample of oil-free foundation on the back of **both hands** for comparison (light skin use dark foundation, dark skin use light foundation) Romance Day/Night Solution for Miracle set – Pass around the bottles for her to touch! If you have one set open (recommended!) then let her try on the **INSIDE** of each arm, one at a time while you romance them!

2. **Sample Velocity** two steps on the other hand (no need for more foundation)
 - **Weave in your Mary Kay Story and do questions with tickets for some drawings at the end.**

3. **Sample Energizing Foot and Leg cream** on one leg.

Do a group close using the sets. Romance the other products (sets) and tell them what they can expect at their Mary Kay 202 (flip chart) – *Half-Back sharing bonus is an option.*
Hand out **LOOK** books.

- **Instruct them on process for individual consultation and let them know they can win the Glamour Brush Set with a booking for an individual Glamour Consultation and with friends invited!**

Invite them to finish up their wish tickets, as you will have a drawing at the end using the tickets.

You can have a drawing right now from the profile cards (wrapped hand cream or lotion sampler) and some drawings from the tickets. (Maybe give 5% off any item for the number of tickets in her hand?? E.g. 2 tickets she can get one item for 10% off?) (IDEAS???)

Now, send them with the hostess for her to do the first three steps of **Satin Hands**. Instruct them that they can refresh their drinks or food and come back to you to sample either the Hand Cream or one of the scented lotions and at that time you will do their individual consultation.

- Have a mirror at your table with the foundation shades so she can do a swipe test on the jaw line to choose the color. (Let her know if the color is not right you will exchange it at her Personalized Color Consultation – 100% guarantee!)

Let them mingle while you do the individual Consultations in private. Remember

- **Sell Sets**
- **Book 2 selling appointments**
- **Choose 2 to interview (you will know their interest based on the ticket questions!)**

Finish up with a final drawing from the Sales Tickets; give a past PCP or any gift you select. (They can only get into this drawing with a completed sales ticket!!)