

01 Party Setup

*Set up your "office" for the individual close
Hostess Look
Fill Trays, Foundation Matching & Customer Profile Cards*

02 Ice Breaker

Ticket Game & Satin Hands

03 Welcome

*Thank Hostess (2-3 special characteristics about her) & her gift
Guests Introductions (how they know hostess)
Your Introduction (how you know hostess)
Hostess Program & Hostess Perks*

04 I-Story

*Your passionate I-Story, with your WHY & "It's in the Bag"
Mary Kay Handbag Raffle will be at the end
Today's Agenda (set expectation for a 3-part party)
Mention 1st of 2 appointments*

05 Miracle Set & Foundation

Microdermabrasion on the hand

06 Romance the 2nd Appointment

*Romance the compact
Demo Eye Primer on top of the hand
Finish with Mascara and Lip Gloss*

07 Compliment Time

Compliment hostess last so she stands out

08 Back of the Card Game/Fabulous Game

Play fun, up-beat music during the Fabulous Game

09 Travel Roll Up Bag Close

10 4 Question Quiz

*Which is your dream set? Basic, Miracle or Ultimate Miracle
IOU a 2nd appointment, do you want ME or FREE?
Help me reach my career survey goals please?
Yes, Ok or No, Thank You*

11 Marketing

*Steps to Success Brochure & Beauty Agreements
Answer Questions #4: Level of Interest #1-#10 (no #5)
I'd Love Your Opinion Forms (pass out)*

12 Individual Close

*How does your skin feel?
Transfer her answer to Question #1 to a sales ticket
Book her Party or Customized Makeover
Book her Career Survey Talk
Invite her to a Weekly Success Meeting.
If you like her or she is a #6 or above*



PARTY OUTLINE

THE pink bubble