

FB Live party

Samples: miracle set, charcoal mask, look book, tic tac toe, business card
Jen uses her phone as the camera is better

Create private FB per party:

Invite host. DM her and let her know the FB group is up and she has been invited to join it and here is the link. Once she has accepted, make her admin. Message her again and say "Now the fun begins. Now you get to invite all your family and friends. In my experience, a personal text message or dm them that you are having a MK party and that they will receive a pampering package. Ask them to join the FB group, attach a link to the group. This can be done by type or audio.

As the guest joins the group, friend request them and send a personal message. Introduce yourself. I would like to send you a pampering package, if you please provide your address and skin type.

If you haven't heard back from a person, go back to the hostess and request she reach out to them and request information.

Start engagement posts 7 days before the party. Tag people in the party on the first post.

Examples: picture, do you like matte or gloss..charcoal mask or gel mask

Tell them every question answered they get a raffle ticket (consultant keeps track of comments)
Each day do an engagement post and a product post. Post about your favorite products and/or products that you will be showing during the party.

These posts may be created earlier and scheduled.

Hostess coaching: O know you are not in the drawing for the free give away however, the more you comment on the posting of your friends, the more excited they will get. So may I ask you to check the group 1x.day and comment.

Go live in the group 2x/times before the party

Introduce yourself and say you are coming live for 2 reasons. Just wanted to introduce and 2 I wanted to tell you what you can expect on (). I will come live in this group. You are going to be in your home and I will be in mine, I am going to walk you through using the samples in your pampering package. I am going to do it on my face and you are going to do it on yours. It's like we are going to the spa. So if you haven't had a chance of giving me your address and skin type, please just comment below or send me a quick pm. You can hold up a packet as an example. About 45 to 60 seconds

One day before the party, go live again. Tell them you are looking forward to seeing them tomorrow. We are going to the spa. So at () come back to this group, hit refresh, have your package, a bowl of water, a couple of washcloths and a hand towel. Girls we are going to have a blast. Remember I won't be able to see you but you'll see me & I'll see your comments. Tag everyone in the comments section

Morning of the party

Ask your hostess to reach out to her guest via text or pm to remind of the party tonight. Consultant will pm each guest. Hi, just checking in and making sure you received your pampering packet and that you will be on the live tonight. Leave link to party.

Yoga pants, shirt, hair up, casual (at your comfort level)
Be me-I am just the girlfriend sharing about MK

Happy Friday, it's spa time.

Welcome people as they join the group, engage them in conversation. What are you drinking?
Welcome the hostess and our "friends"

Get Started

Game Board: At the beginning of the party, tell them that we are going to play a game and everyone is going to be a winner. Comment below if you like to win prizes. Grab the board that was sent in your pampering packet. You'll see there are 9 slots, I gave you one with the middle one filled. Write down the products that if you could get them for free or ½ off you would be so excited. Your mission is to fill up all these squares and at the end of the party, I am going to ask you 3 questions. When you turn this into me tonight, you will win a prize. Everyone's a winner.

Note: When they write the products down, they remember and it becomes their wish list. When talking about products, remind them that this is a good one to write on board.

Show miracle set. We are going to use 3 of 4, cleanser, night cream and eye. We are going to save the day cream for tomorrow. You will have enough samples left for another day or maybe 2. Dab face with water, apply cleanser (use cleansing brush) talk to them, benefits. Remove with wet washcloth. Dab dry.

Charcoal mask w/applicator. Explain this mask will be on for 10 minutes. This is where you can win a prize. While the mask is on, I want you to take a selfie, something funny/original. When the party's over, my husband will pick out the best selfie. So when this is over, post to the fb group.

While the mask is on, talk about other products you love. Tell them why you love the products.

Close

Thank the hostess for introducing me to your family and friends and thank you all for being on here. I appreciate you. Let me tell you how you get to win prizes. I am going to ask 3 questions, you send it back to me and you win a prize.

Would you like to be my customer if you don't already have a consultant? I would love to be your MK girl. Let me tell you what you would get for being my customer: invite to a private VIP FB group (beauty tips, freebie samples, tips and tricks), 100% guarantee from MK and a birthday gift from me. So if you would like to be my customer, write yes in #1

Free or Me

You are kinda fun and I would like to earn some free stuff. I want to have one of the parties. So free mean you would like to hostess a party just like () did today. Let me tell you what you get. For hostessing, you would get a booking gift. 5 purse size lip glosses. You will receive this whether noone shows up but that won't happen. This is your gift for saying yes.

If you decide to hold a party, your hostess () get \$25 in hostess credit. Comment below if you think () should receive more credit. Additionally, hostess will receive 20% in product sales in free products. So everything you fall in love with and purchase, the hostess will 20% in free product + \$25 in hostess credit per hostess. If 4 friends book a party, that's \$100 in hostess credit for (), So if that sounds exciting, say **free**. We'll look at the calendar and pick a date. No thank you, I'm not the party type of girl, just follow up with me, write **me**

Opportunity

So you may think I am happy. You know MK has brought me a lot of joy into my life, I love to help women look and feel beautiful, I love that I have the freedom and flexibility to work this job around my family, I love that MK puts God first, then family and business 3rd. I share this with you because #3 question is an important question. Would you like some additional information, some facts about the MK opportunity. It may not be for you. You owe it yourself to make an educated business decision and get the facts.

Yes or no thank you

You have until (1 hour after the party started) to take a picture of the board and pm. With the board filled out and 3 questions answered, send it to me and I will tell you immediately what you have won. Respond to bookings 1st.

Respond back & say thank you for joining the live party tonight. You have made my night, I am so excited you want to host a party and earn free products. Would you prefer () or ()? She'll send a date back and book her instantly. Go to the FB party group and immediately post (with cute thank you picture) saying thanks () for helping hostess earn \$25 in hostess credit.

Keep a tally.

As a thank you note for turning in her board, she gets 1 product at 50% off. Thank them. Tell them during the live show that they can shop on your website or just dm. You can pay securely with a credit and all the ways you accept payment.

Everytime someone orders, go back to the FB group and post. Thanks to () for your order, hostess () has earned this much in hostess credit. Keep a tally going

Leave the party open for 2 days.

Tell them the party is open for 2 days, Encourage them to try the other sample, look thru the look book, go on the website. If you want to chat with me, pm and I'll be happy to chat.

Last day

Visual Cinderella going down the stairs: Party closes at midnight. Just a reminder to get your order in. List website. Tag everyone who has not ordered.

Communicate with the hostess: You have this much from these folks. You have this many women who have not ordered. Can you please do me a favor? Can you send them a message and say your MK party closes at midnight and if there interested in ordering, here's the website.

Nicknames for products

Charcoal Mask-peppermint patty for your face

Reveal-Botox in a bottle

Hydrogel Eye patches: Cappuccino for your eyes, going to wake up your eyes

Deep wrinkle filler-Botox pen

Repair Set-Botox in a box (hold up insert. Highlight night with retinol, lifting serum liquid gold to lift up and explain eye applicator (boxers use to massage eye area and reduce swelling)

Toning Lotion-anti-jiggle lotion TimeWise for the neck down where you do not want to jiggle