



"Forever Young" Class/page 14 Close

(adapted from Peg Percival's Class Outline) – (no flip chart required)

This class takes less than 1 hour. It's fun, fast and decision-making is easy for our clients because of the "Sets" Closing. You're going to love it.

You'll need: A vinyl bag for each guest (the large vinyl bag #2808). Each bag will have the TimeWise set with Yellow Dots on the tops (minus the foundation), the Day/Night Solutions with Red Dots, the Satin Lips with Blue Dots, the Eye Deal Solutions with Green Dots, and the Custom Compact (empty) but have a filled one to show guests (never show an empty compact).. . for time efficiency, you can just mail or deliver her foundation and glamour colors the next day if you like.

1. Hostess Makeover - arrive half an hour early
2. Satin Hands - for all guests as they arrive. nclude/talk about benefits of Visible Action Skin Revealing Lotion (gets rid of dead skin no more yucky feet or "tweed" pantyhose). This completes the Day Spa Set.
3. Introductions - ask each guest to share something wonderful about herself and 1 thing she would like to change about her skin.
4. Introduce yourself and tell your 2 minute "I" story (why you joined MK & what you love most about it, the positive effect it has had on your life).
5. Tickets - give each guest tickets as they ask you questions about your Mary Kay career throughout the class

6. Skin Care Application:

TimeWise 3-in-i Cleanser (cleanse, exfoliate & freshen in one step) *Saves time - formulated with an exclusive patent-pending complex that works with your skin to help reduce the visible signs of aging and give you softer, smoother, younger-looking skin. . . apply to face, remove with warm wash cloth

Oil-Free Eye Makeup Remover (remove eye shadow only, not mascara, if they have no eye makeup on, just squirt a bit of remover on a cotton ball and have them apply it to the back of their hand to get the feel) *gently removes even waterproof mascara and "eyelash mites" this is a non-Mary Kay term, but we all have microscopic mites on our skin that thrive on dead skin and dried makeup . . . good reason to cleanse morning and night beyond the obvious reasons.. (you'll get some groans and laughs)

Satin Lips Mask - *relief for dry lips - exfoliates dull surface cells (have them apply to lips, leave on 1 minute. Talk about Triple Action Lip Enhancer during this time) Remove with same wash cloth then apply. . .Satin Lips Balm - hydrates lips for up to 6 hours.

Triple Action Lip Enhancer - (lipstick glue) - keeps lipstick on, keeps lipstick from bleeding and makes fine lines less noticeable and adds moisture to your lips (try on back of hand). This completes Lip Savers Set.

Indulge Eye Mask (over foundation under eye and on lids)* cool and soothing, botanicals & cucumber extract refresh eye area.

Instant Action Eye Cream (over eye mask) (Mary Kay's preparation MK) maintains moisture & reduces puffiness Triple Action Eye Cream (over instant action eye cream) *for oily eye lids, dark circles, helps with fine lines & keeps eye shadow on longer without creasing. This Oil Free Eye Makeup Remover completes the Eye-Deal Solutions Set.

TimeWise Age-Fighting Moisturizer (Apply to face) *reduces the appearance of fine lines to restore a more youthful look, it's a luxurious, oil-free lotion that has an exclusive hydrating formula to absorb quickly, leaving the skin feeling soft, supple and fresh - plus, it's clinically proven to hydrate skin for up to 10 hours.

- Day Radiance Foundation *shields your skin from the environment as it covers minor imperfections and gives you a flawless finish (select 3 shades that will be close to their skin tone and diagonally stripe and blend in 3 places on their cheek - the one that "blends away" will be "their" shade. Apply it "up & out" on face). This completes the TimeWise set.
- Concealer, & Loose Powder for finishing touches and Color Look Card (You'll spend more time with them at their color appointment helping them with application and color tips).
- Day & Night Solution (on the back of their hands)*magic eraser - it reduces fine lines and tightens & firms your skin, helping to protect and renew your skin around the clock.
- *Day Solution with SPF 15 gives your face extra protection from environmental damage that can age the skin. Plus, it includes botanical extracts that supply added energy your skin needs throughout the day.
- *Night Solution works while you sleep to help replenish your skin. As you dispense the solution, its tiny nutribeads burst to release a fresh supply of the antioxidant vitamins C and E. It also includes a patented multi-hydroxy formula and botanical extracts. Plus, both contain a retinoid, a vitamin A derivative, for firmer, younger looking skin

7. Have each guest give each other a compliment.

8. Draw from the question tickets -special gift to winner

9. Class close:

Thank you for coming. I want to share with you how Mary Kay comes. Mary Kay comes individually priced except for our TimeWise Set. At this time would you please remove all the Yellow Dots from your bag. This is our TimeWise Set. It saves time and reduces the appearance of fine lines to restore a more youthful look (2 steps used morning & night) Next, would you please remove the 2 Red Dots. This is your Day & Night Solution that reduces fine lines (your magic eraser) and helps with tightness and firmness. The third set I would like you to remove from the bag is your Blue Dots and there should be 3 items. This is your Satin Lips Set. Satin Lips gives you relief from rough, dry lips and the Triple action Lip Enhancer is your lipstick glue. It keeps lipstick on, keeps lipstick from bleeding, makes fine lines less noticeable and helps moisturize the lip area. Okay, now I would like you to remove all the Green Dots. This is your Eye Deal Solution Set and there should be 4 items. Your Oil-Free Eye Makeup Remover gently removes eye makeup and

eyelash mites. Your Indulge Eye Mask is cool and soothing with botanicals and cucumber extract to refresh the eye area. Your Instant Action eye Cream (your Preparation MK) helps with moisture and puffiness. Your Triple Action Eye Enhancer helps with oily eye lids, dark circles, fine line, and will keep your eye shadow on longer without creasing. And, now our Basic Color compact ... this keeps you together, everything is in one place and it's a starter glamour set.

GIVE EVERYONE A BEAUTY BOOK, OPENED TO PAGE 14 ON THE BACK COVER. Explain ALL of the sets one more time and tell them the cost of each set (do not use the word dollar - the TimeWise set is only forty-nine)

Ladies, take your pen and if money were no problem, please circle all the sets you would like to take home tonight. Now, let me share with you what the class special is tonight. Please write this on your beauty book.

- Purchase 2 sets, you will receive your 3rd set for 1/2 price.
- Purchase 3 sets, you will receive your 4th set for FREE
- Purchase all 5 sets, you will receive one set for FREE and THIS SHIMMERY SILVER TRAVEL BAG FREE

And . . . I have a SPECIAL LIMITED TIME offer for you. Between now and _____, the amount that you purchase at this class will determine how much Mary Kay you'll get FREE when you share your Check Up appointment with at least 3 "purchase-able" friends. When we have your Forever Young Class with your friends by, half of your purchase will be your Free Product Gift!!!

You know your budget better than I do, my goal was to teach you the importance of taking care of your skin and the age-fighting benefits of our great products. At this time, please feel free to put the products in the bag that you would like to take home today. I will come around and guide you on your sets and assist you so you'll receive the best value for your product needs.

10. Individual Private Close:

I want to thank you for coming. Did you have fun? Take the back of your hand and touch your face. How does your skin feel? Okay, let's see what you have chosen. At this time, take a sales ticket and write out what she wants to purchase and collect the money.

If she has circled more sets than she is purchasing, use this dialogue: "I noticed that you circled more products than you purchased, let me share with you how you can earn your additional sets. At your Check Up class, we will fine-tune the products you purchased and personalize and select your glamour choices (or comment that applies to her). You have the opportunity to share your appointment with 1-2 friends, or 3-5 friends. Which is best for you? Would you like _____ or _____? Hand her the hostess packet and explain its contents. Set a date to call her for her "Friends Attending" list - write it in your date book. Send her an excited note confirming the date & time of her class. Additionally, I have a Special Gift that I talk about for the Hostess when she has 2 bookings from her class. Remember, you get what you talk about! This class talks about Sets, our awesome career & all they get when they book a future appointment. It helps you work full circle! Everyone using it is getting GREAT results - you will too.

