

Dash Out The Door, Consultant's Copy

- Welcome, Thank you! *HOSTESS PRESENTATION*
- There are 3 ways you can help your consultant [*or me*] out tonight:
 1. is become a customer, all we ask is that you try our products and if you like them, then you buy them from your consultant (How many use mascara? ...lotion?)
 2. is to book an appointment with her, there is no higher compliment than to schedule a time to do an advance glamour makeover or to invite a few friends and earn some of the products at a discount...if you would like to book your own party...take gift from basket
 3. is to become a business associate, your consultant is looking for women who need more, want more and are willing to do the work to have more
- Mary Kay may or may not be for you, and that's ok, but we do want to get your opinion when you're through with the skin care
- Introduce self—I story (quick & polished)
- Mary Kay is all about skin care and for many years it included the 5 essential steps to properly taking care of your skin:
 1. Cleansing—to take the dirt and makeup off your face
 2. Exfoliating—to remove dead skin so your skin isn't dull
 3. Freshening—to balance the Ph in your skin so it doesn't look blotchy
 4. Moisturize—because the drying of the skin causes aging (explain differences between 2 moisturizers)
 5. Protect—because our pores are like sponges and if we don't protect them from the environment, it will soak up everything that lands on your face (gross!) - foundation is oil free, transfer resistant & layer able
- Go ahead and do those three steps
- Next, we'll do very basic glamour (remember, if you want more extensive glamour, you can book that with your consultant)
 1. Apply Bronzer to cheeks
 2. Apply Eyesicles on eyes
 3. Brush Mascara
 4. Apply Lip Gloss on lips with finger ...DONE!
- This is our dash out the door look and it retails for \$117.50 + tax, but tonight, you can get everything you need to look your best before dashing out the door each day for just \$100, if you would like to upgrade to the Ultimate Mascara it will be just \$5 more (\$105)!
- We also have our Ultimate Roll Up Bag which retails for over \$412, can be yours for just \$299 + tax
- Or our Create-A-Roll Up Bag which is any 4 of the sets for just \$199 + tax
- Go ahead and take two minutes to write down everything you'd *like* to have on your receipt while it's fresh in your head—anything you know you want to take home *today*, put a star by it
- **Read “More On Mary Kay”**
- Ticket game questions:
 - What would hold you back?
 - What would excite you about this opportunity?
 - Scale of 1-10 (1-4 no way, not even if my children were starving; 6-10 yes, I am considering it; 5 is on the fence and no one ever did anything on the fence)
 - Consultant asks: I would love to work with you, would you like to work with me?
 - If they need to think about it, have them fill out half the agreement & follow up next day
 - Make a big deal as those sign, more will follow!