

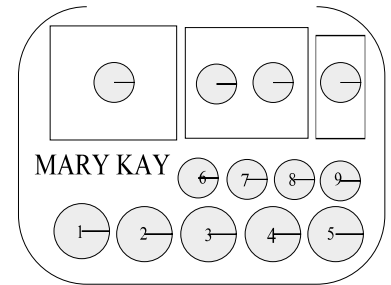


## 🕒 THE 15 MINUTE "TIMEWISE" CLASS 🕒

1. Arrive at each class 30 minutes early. Set up and fill trays. Wet washcloths.
2. Package your **"PERFECT 10" products** in the **Travel Roll-Up Bag**...You'll be working out of this bag.
3. Help your Hostess with her selected glamour look before her Guests arrive...also show her how to do **"Satin Hands."** Your Hostess is your partner. Together, do **Satin Hands** on her Guests as they arrive.
4. Introduce your Hostess...tell her Guests how you know her and then give them a short "I" story about you. Share your excitement about the **New Mary Kay!** Say, "You are about to try the #1 Brand of skin care and cosmetics for the past 10 years in a row!!!" Ask if anyone has tried MK. Then ask if they have tried it in the past 2-3 years. Tell them all about the New Mary Kay...new look,new formulas, new products, new packaging. Everything has been revamped over the past 2-3 years! Not pink anymore...now platinum...very sleek...very sophisticated!
5. **Begin the Class by saying...**"Mary Kay always said that every woman deserves two facials! Tonight you will experience Part 1...the skin care facial. We will be trying out our skin care line and matching your foundation. Part 2 is much more personal! This is our **Color Imaging**. We do this 1-on-1, so that we can spend quality time with you selecting the colors that best suit you. During this time, you will also learn new color applications and techniques. Can you imagine all of us doing skin care and color together? We would be here forever! So, I'd like to have each of you fill out these cards (**Customer Profile Cards**) real quick, while I come around and see when we can get together for your **Personal Color Appointment**. (Tell them which look their Hostess has on tonight & help them compliment her.)

6. **Do your Class...Romance your "Perfect 10" Products...**

1. **Cleanse** ½ of the face - leaving on any eye makeup.
2. Apply **AM Solution** to ½ of the face.
3. Apply **PM Solution** to the throat or the arm (a small area to test).
4. Apply **Moisturizer** to ½ of the face.
5. Let them try **Soothing Eye Gel** on one eye.
6. Apply **TIMEWISE FIRMLING EYE CREAM** under the eye and on the eyelid.
7. Apply **Concealer** under the eye.
8. Apply **Satin Lips Lip Mask** over both lips. Let sit for one minute, then remove with wet cloth
9. Apply **Satin Lips Lip Balm**.
10. Apply **Foundation** to the entire face.



Say, "That's your "Perfect 10" then close, Romancing each Set...

**"Perfect10" TimeWise Collection + Glamour - Value \$377.00...Today \$299**

**Next... "Perfect 10" Timewise Collection - Value 176.50...Today \$157.50**

**Last... "TimeWise "Miracle" Set - Value \$114...Today \$104!**

**DO THE TIMEWISE QUESTIONNAIRE**

7. ★ Be sure and use the **Timewise Questionnaire, Closing Sheet**.  
“Now we have one last step. The company loves getting your input! So, I have just a few questions for you, and we’ll actually go through these together.” Read each question aloud...
8. Do the **Table Close** with the questionnaire and have them fill out **referrals**.
9. **NEXT...Sell Your Sets** as you talk to Guests individually...the **INDIVIDUAL CLOSE**.
  1. Did you have a good time tonight-did you enjoy your facial??
  2. Out of all the products, what was your favorite one?
  3. I saw what you put on #6 (smile, laugh)...what woman doesn’t want it all?! I have to tell you, because you really did enjoy all of the products, the **Travel Roll-Up Bag** really is your best bet!!”
  4. It’s up to you....what would you like to start with tonight? (Don’t Talk)!

Compare the prices and savings for them. Take out an order form and begin writing up your sale. If your customer just can’t do the Roll-Up at that time, work your way down...the **Perfect 10**, the **Miracle Set**, and then refer to the sets on the back. Work with her through all the options...your job is to make sure she gets what she wants! And they want it **ALL!!** This “selling sheet” is all you will need! Put your Look Books away!!!!

**NEXT...Book Your Class...**(remember: they have already booked their personal Color Imaging Appointment with you...**PLUS** they have already listed 5 names under Referrals).

**TELL THEM ABOUT THE ½ BACK OFFER!**

10. Select the ones your want as **Team Members** & call your Director. Then invite her as a model to the next guest event. You’ll know which ones are interested. Have on hand the **Part Time Program Sheet** and the bag with the **FREE Product** that comes in the kit!

☺ **REMEMBER: IF A CLASS IS "QUICK & EASY" .....THEY CAN SEE THEMSELVES DOING IT! ☺**  
**AND WITH THE TIMEWISE.....YOU CAN DO CLASSES IN 15 - 20 MINUTES!!!**

## COMPLETE ROLL UP BAG

FREE GIFTS  
Satin Hands

COLOR 101  
All of the Glamour Part

CUSTOMIZED SKIN CARE  
Timewise Firming Eye Cream,  
Soothing Eye Gel, MK Signature Concealer,  
Satin Lips

MIRACLE SET  
Timewise Cleanser, Moisturizer, Day & Night Solutions, and Foundation