

♥ Pre-Party ♥

What To Send:

- 3D Miracle Set Sampler Strip
- Charcoal Mask
- Color Card or CC Sample
- #Hash Tag Party Board
- Business Card
- Look Book Catalog
- Team Building Flyer
- Personal Handwritten Note



Pampering Party Checklist:

- Party Set Up:
- Create Group
  - Add Group Description
  - Add Cover
  - Link Biz Page to Group
  - Invite Hostess & PM Group Link

- Party:
- \_ Voice PM Guests (pkt info)
  - \_ Mail Beauty Swag Bags
  - \_ Party Postings
  - \_ Go Live Welcome
  - \_ Go Live Night B4 Remind/Excite
  - \_ Voice PM Ea Guest Day Of & send Party Group Link
  - \_ Go Live Party Time

- After Party:
- \_ Voice Pm ea guest 5 Q's
  - \_ Go Live 3 Ways to help hostess
  - \_ Follow Ups
  - \_ Thank You 4 Order Posts
  - \_ Mail orders & Thank You's
  - \_ Link to Join Client Group

Welcome/Intro/ 30 second I-Story

Welcome Welcome to our Pampering Party! \_\_\_\_\_ & I are so excited you're here!

My name is \_\_\_\_\_ & I've been a Beauty Expert with Mary Kay for \_\_\_\_\_ years.

I said yes to Mary Kay because of the hope & possibilities I saw for my future.

what I wanted then was

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& Why I stay is because it just fits my life! My Mary Kay gives me the flexibility to be who I want to be, selling products I believe in, & the friendships, the empowerment, and the priorities of putting God first, Family second and Career Third- the Heart of our Mary Kay culture is unlike any other opportunity out there!

Tonight is going to be so FUN! We're going to have PRIZE GIVAWAYS! Learn some SKIN Tips & Tricks & Give you the chance to GET FREE STUFF!!!

In your Beauty Swag Bag are some of the products you'll be trying tonight with us, & you'll find your hash tag party board (show), you're going to fill this up with the products you love! Like you GOTTA HAVE IT! Write it down in one of the squares.

Now Let our Pampering FUN Begin...

## Products:

Tonight we're going to take a 3 step approach to getting YOUNGER looking FLAWLESS SKIN!

### First up ♥ is our 4 in 1 Cleanser with our Sonic Brush

Our Cleanser does 4 awesome things in 1 Product!

1. Removes Dirt, makeup & Surface Oil
2. Exfoliates
3. Tones
4. Brightens

Our Sonic Brush is like an electric toothbrush for your face! It's clinically shown to remove four times more dirt, oil, impurities, makeup and pollutants than hand-cleansing alone!

Find your cleanser packet (#1) & Squeeze a tiny bit onto your fingers, add a little water & Apply all over your face & neck so it gets sudsy (Demo on yourself WITH THEM) now take your washcloth and rinse well & pat dry. #gotta have it write it down on your party board

### Next up is our ♥ Night Cream

Our Night Cream re-energizes your skin's youthful glow while you sleep! Reducing fine lines and wrinkles! & Helps skin look firmer!

Open your night cream packet (#2 PM) & apply just a dot on the right side of your face. (Demo on yourself WITH THEM) #gotta have it write it down on your party board

### Next up is our ♥ Eye Cream

Our Eye Cream instantly hydrates the eye area

Minimizes Dark Circles & Puffiness

& Minimizes Eye Lines & Wrinkles

Open your Eye Cream Packet (#3) & using your RING finger tap just a dot on the bone under your right eye. (Demo on yourself WITH THEM) #gotta have it write it down on your party board

So to recap... Our Daily Set is so fast & so Simple- Just 1-2-3! Every morning you just cleanse, use your day cream, and eye cream then add your makeup. & every night you just cleanse, use your night cream, and eye cream. SO EASY PEASY!

### Now are you ready for a Skin Care Super Hero Treat ♥ Our Charcoal Mask

Has the most relaxing scent! Peppermint, Rosemary, Honeysuckle, & Navy Bean

It Reduces Oil and Shine instantly

& Pulls out DOUBLE its weight in impurities from underneath the skin!!!

Open your Charcoal Mask Packet (#4) & put a thin layer on your forehead, nose, & chin, Your T Zone. (Demo on yourself WITH THEM) #gotta have it write it down on your party board

& while we let that dry & do its magic, we're going to share Our **TOP 5 favs...**

## Our TOP 5 favs

### 1. Our Gel Mask

Instantly hydrates, Pampers & Purifies, & Helps skin appear LESS STRESSED! (Demo on yourself)

#gotta have it write it down on your party board

### 2. Our 2 STEP Microdermabrasion PLUS

Skin Refine the 1<sup>st</sup> Step = Removes top dead layer of skin, is a blackhead buster, gives you 85% softer skin & 75% less lines!

Step 2 is Pore Minimizer = It Gives you close up, confident skin! Significantly reduces the visible number of pores! Comforts skin & reduces the appearance of redness! #gotta have it write it down on your party board

### 3. Eye Patches

SOOO AMAZING! They're like a cappuccino for your eyes! Like a wake up eye pick up! Do you have eye bags? Do your bags have bags? 😊 (Demo on yourself) #gotta have it write it down on your party board

### 4. Wrinkle Filler

This is like a BOTOX PEN! Just slap it on where you have a wrinkle & POOF!!! It's GONE! #gotta have it write it down (Demo on yourself)

### 5. Targeted Action Toning Body Lotion

We nickname this our "Anti-Jiggle" Lotion! No more Jiggle Here, No More Jiggle There! No more Jiggle anywhere!

#gotta have it write it down on your party board

OK before we discover the magic of our charcoal mask together... Pull out your phone and take a Charcoal Selfie! We're going to have a FUN contest to see who has the most fun most unique Charcoal Selfie! I'll post mine too in the after party too 😊

Now let's look at the MAGIC of our charcoal mask. See how it has dried from a darker charcoal color to a lighter grey? And see all those polka dot speckles! That's all the dirt, oil, and impurities that the mask has pulled out from underneath your skin! Whew! So Go ahead and grab your wash cloth & we're just going to wipe all that gunk away! Hooray! (Demo on yourself WITH THEM)

# gotta have it write it down on your party board

**GIVE IT AWAY NOW Prize Giveaway**

## Closing & TY

Wasn't tonight just so much FUN! 😊

If you're like me & you want it ALL Oh Mary Kay I've got the deal for YOU!

**YOUR I DESERVE IT ALL Bag** Is all the Daily Essentials & then some! PLUS YOUR AMAZING Travel Roll Up Bag!  
(show filled bag & Re-Sizzle everything inside each pocket)

If you got everything individually it would be \$332-

YOUR I DESERVE IT ALL PARTY SPECIAL TONIGHT ONLY is Just 249!

& Yes we take it all! Zelle, Venmo, Paypal, Cards, & we even have payment plans!

PLUS as an added BONUS it also comes with a FREE FULL SIZE Charcoal Mask for FREE!

### 3 WAYS To Help our Hostess Get Credit Tonight:

**1<sup>st</sup> way =** Every Order counts! A lipstick or an IDA Bag or anything in between, Every Order Counts!

**2<sup>nd</sup> way =** Is to host your own Facebook Pampering Party, it's so easy peasy, I set up the group, I do all the posts, & I send each of your friends a Free Beauty Swag Bag for joining! I mean you're already on Facebook anyway right! Might as well earn some FREE Stuff! & Here's the best parts! When you host your Facebook Pampering Party \_\_\_\_\_ is going to get DOUBLE the FREE Stuff & YOU get a YEARS Supply of FREE Mascara – Lashes 4 U in 2022!!! S0000000 \_\_\_\_\_ (hostess name) type in the comments – who do you think will be the first to claim their FREE Year supply of mascara?!?

**3<sup>rd</sup> Way =** Is to start your own side hustle with Mary Kay, - It's only 30 bucks, that's like less than a tank of gas! With Hope & Possibilities It just fits! & Mary Kay Ash always said there's at least one new beauty consultant at every party! Soooo \_\_\_\_\_ (hostess's name) tell me in the comments, who do you think it might be today?

OK now let's answer 3 quick questions on the bottom of your #PartyBoard ...

3 Q's ...

**#1. Did you have Fun!** YES or YES! 😊 (Please put yes or we'll cry LOL)

**#2. FREE or ME?**

FREE MEANS = you LOVE FREE STUFF! Lashes 4 U in 2022, a Year's Supply of Mascara just for hosting your own FB Pampering Party PLUS you'll DOUBLE \_\_\_\_\_'s FREE PRODUCT CREDIT & you know she will be there! If it's FREE it's for ME! Write FREE on #2 (& remember we do everything; all you do is click the blue invite button on fb... so easy peasy!)

or

Me means = I'm not into FREE STUFF I'd love to help my hostess get credit another way

**#3. I love sharing more about our Mary Kay! & I'd love your support with my training... Sooo You Wanna Play Mary Kay Double Dare with me? .... YES or YES! 😊**

PM me Your #PartyBoard by \_\_\_\_:00 TONIGHT & GUESS WHAT! You'll be an INSTA Prize Winner!!!

WHOOHOOO! Who doesn't love to Insta -WIN right?!

(Remind once more about Tonight's special) .... Your I DESERVE IT ALL PARTY SPECIAL TONIGHT ONLY 249!  
& 3 Ways to help our hostess.

THANK YOU so much for having some Pampering FUN with us! Have a great night! 😊 Bye

# ♥ AFTER PARTY ♥

- ♥ Follow Up With Guests who sent #Party Board first
- ♥ Follow up with Guests to send Party Board
- ♥ Go Over # Hashtag Party Board Q's with them

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#4. & re go over Tonight's special... Your I DESERVE IT ALL PARTY SPECIAL ONLY 249!

INCLUDES:

Travel Roll Up Bag

3D Miracle Set

Sonic Cleansing Brush

Microdermabrasion Set

\*\* PLUS FREE Charcoal Mask BONUS

#5. What can't you live without? (Stay quiet and let them fill in the silence)

After the Party....

- Follow Ups (voice PM ea Guest)
- After Party Live (3 ways to help hostess)
- Thank You Order Posts
- Send Out/Deliver Product Orders
- Send Thank You Video or Pic Collage & Handwritten Snail Mail Thank You Note
- Post/ Send PM Link To Join Client Group
- Start Coaching New Future Bookings/ Create Group
- Hold Double Dare Sharing Appts