

FULL CIRCLE PARTY OUTLINE

Pre-party starting:

- When guests arrive, do the Satin Hands treatment on each guest. Establish relationships and talk to your guests!
- Guide them to the table when everyone is done and have them fill out their profile cards

The Party: (areas in bold are most important for full circle success)

1. Thank everyone for coming
2. Have everyone say their name, what they do, and something they'd like to learn about skin care or color
3. Give agenda and let them know at the end, even if they don't want to purchase anything, **you'll still want to meet with them in the hostess's executive suite in her living room to get feedback and answer questions**
4. **Tell your story**-how you got into MK, why you are doing it, and where you're going. at the end say "Watch me tonight and see if you could ever see yourself doing what I do"
5. Pass around the starter kit flier so they know what it takes to start and that you'll be using those same supplies for your appointment tonight!
6. Skin care & color (optional)-use your flipchart
7. Put on the satin lips she sugar scrub and play the **REFERRAL GAME!**
8. Color (optional)-use the diagram on the color card
9. Compliment time-when color is done, have them turn to each other and say what they like best about each other's new looks
10. **DEAL OR NO DEAL FOR BOOKINGS FROM BOOKINGS**
11. **WHATS IN MY BAG TO SHARE THE OPPORTUNITY**
12. Show them the sets on the SKIN CARE set sheets that came in your kit. Be sure to visually pull the bottles out again and show the Miracle Set & Ultimate Miracle set. Let them know how to pay and if you have products on hand
13. **Individual Consultations**