



# 6 POINTS TO OPEN CLASS



## 1 WELCOME THE GUESTS

Welcome to our beauty session, my name is ....., I will like each one of you to introduce yourself with your name and what are you doing right now?

## 2 GIVE THE GIFT TO THE HOSTESS

I have a special gift for ....., for being my preferred hostess, you can also have the opportunity of becoming a hostess and get a special gift when you receive your second session.

## 3 TALK ABOUT THE NEXT SESSION

Mary Kay require us to do a second session to make sure you are getting the desired results and at the same time you will have the opportunity to know which makeup is better for you. You will also have the opportunity to invite your friends and become my preferred hostess like.....

## 4 TALK ABOUT THE PRODUCT

Our products are fragrance free and 100% guarantee. They are customize and go according to your need. But the best is that you can try before you buy. I am sure you will love them and I have the products with me so you can start using them tonight.

## 5 TALK ABOUT THE PAYMENT

We accept cash, checks and any credit card (Visa, Master Card or Discover), remember that I will be your Beauty Consultant and I will recommend you only what you need.

## 6 TELL YOUR STORY BRIEFLY

I am..... What I enjoy the most about Mary Kay are the ways earn money, be my own boss, the recognition, the cars we can drive and the personal growth. Mary Kay says that every skin care class has a potential Beauty Consultant. If you can see yourself doing what I do, ask me at the end of the session.

## SKIN CARE

## BOTANICAL SET

1

**1. OIL-FREE EYE MAKEUP REMOVER**

Gently removes eye makeup, including waterproof mascara.

COST  
**\$ 15**

2

**2. CLEANSE**

Enjoy botanical goodness that gently cleanses dry, normal and oily skin without stripping essential elements.

COST  
**\$ 14**

3

**3. SKINVIGORATE CLEANSING BRUSH**

Reveal your skin's true clean. Removes makeup 85% better than cleansing by hand. Boosts the absorption of your next skin care step.

COST  
**\$ 50**

4

**4. MASK FORMULA**

Maintain your blissful balance while gently removing impurities and revitalizing dry, normal and oily skin.

COST  
**\$ 14**

5

**5. FRESHEN**

Give dry, normal and oily skin newfound freshness with this nondrying formula that gently removes excess residue from skin.

COST  
**\$ 14**

6

**6. HYDRATE**

Bring hydrated happiness to dry, normal and oily skin moisture that absorbs quickly and leaves skin feeling balanced.

COST  
**\$ 16**

7

**7. POWDER**

LOOSE POWDER: A super-silky powder to keep your look fresh and help control shine.

MINERAL POWDER: A weightless, skin-perfecting powder

CC CREAM  
**\$ 20****7. LIQUID FOUNDATION**

Provides stay-true, stay put color. Two distinct foundation formulas that fight aging while balancing the needs of normal to dry (TimeWise Luminous-Wear) and combination to oily skin (TimeWise Matte-Wear). They are the perfect combination of science and beauty.

POWDER  
**\$ 20**BRUSH  
**\$ 10**



NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

E-MAIL: \_\_\_\_\_



## BOOK YOUR MAKEUP SESSION

Invite 10 friends and earn 10%, 15% or 20% of sales.

1.	PHONE:
2.	PHONE:
3.	PHONE:
4.	PHONE:
5.	PHONE:
6.	PHONE:
7.	PHONE:
8.	PHONE:
9.	PHONE:
10.	PHONE:

En la sesión de maquillaje tu serás la modelo y tus amigas recibirán la sesión de belleza del cuidado de la piel.



RESERVATION IN 48 HOURS



And win the compact!

DATE \_\_\_\_\_

HOUR \_\_\_\_\_

PLACE \_\_\_\_\_

ISSUES \_\_\_\_\_

## One more gift... Just give us your

### opinion about the business



#### MONEY

- Your earnings come from:
- Skin Care Classes
  - Repeat Orders
  - Commissions
- How much would you like to earn?



#### RECOGNITION

- Jewelry
  - Gifts or cash prizes
  - Trips
- How would you like to be recognized?



#### PERSONAL GROWTH

- Develop your potential
- Find your purpose
- Develop confidence
- Be an example for other



#### PERSONAL GROWTH

- Develop your leadership
- Develop yourself as entrepreneur
- Financial Freedom
- Legacy



#### BE YOUR OWN BOSS

- Schedule
  - Goals
  - Money
  - Priorities
- Would you like to be your own boss and set your own schedule or to get pay what you want?



#### CARS

PAEZ AREA

### IMPORTANT QUESTIONS:

- Of all these reasons, which one you like the most?
- Providing our help, do you think you could learn how to be a Consultant?
- Are you interested in becoming a Beauty Consultant?

