

WE Go



WHAT TO DO DURING THE VIRTUAL BEAUTY SESSION

Overall vibe of the party is casual and "friend"-ish.

What would you tell your BFF about our skin care? Do that.

Welcome and Introduction- Start your ViBE on time

- Introduce yourself have guests type how you know the hostess and one thing you love about her!

Agenda

- Learn a little about MK, the products and because we don't have very much time, I'm only going to give you a teeny bit about the business opportunity
- Get our faces ready for bed (or the day) with a super fast lineup of effective skin care
- Learn how you can shop our party specials and even get some for a discount or free
- I'll be following up with each of you between tonite and tomorrow to answer any questions and to arrange delivery of any products you'd like to get.

A little about MK the lady-

- One of the greatest female entrepreneurs of all time
- Started the company in 1963
- Wanted to give women an opportunity to achieve financial success while balancing life with their priorities in order of God first, family second, career third.
- Started in Dallas and we are currently in over 40 countries today!

A little about the products

- developed and manufactured in the USA, in Dallas with a try before you buy model
- 100% satisfaction guarantee

A little about the Mary Kay causes we are championing:

- donated **\$20M dollars** towards **cancer research** and **\$50M for domestic violence** causes
- doing our part for the environment with our Pink Doing Green initiatives, from biodegradable packing peanuts to planting trees to having zero landfill status manufacturing facility
- lobbying to end animal testing worldwide, not only in the US
- and when Covid 19 hit, we were approached by the fed. gov't to manufacture hand sanitizer during the shortage. The company donated 100's of thousands of bottles for front line workers

Thank the hostess again-

- love on her and reveal hostess credit

Explain Tic Tac Toe Board-

- write 8 products that if they showed up in your bathroom for free, you'd love to have.

WE Go

Virtual



WHAT TO DO DURING THE VIRTUAL BEAUTY SESSION

Let's get your face ready for bed

- Washing your face 2x day is as important as brushing your teeth
- You may want to use Oil Free Eye Makeup Remover to remove your eye-makeup at bedtime (demo)
- Let's start with the Timewise3D Cleanser- dampen face & apply in upward, outward motion on face and neck- optional: demo Skinvigorate Brush
- remove with washcloth
- Charcoal Mask with brush
- Charcoal Mask Selfie & post in group

Let me show you some of my other favorite products

- show a few other faves with cute little descriptions- for instance:
- eye patches- cappuccino for your eyes
- revealing radiance facial peel- botox in a bottle

Referrals

- Flip over your party board and number with 1-10. Grab your cell phone.
- **You get to gift 10 of your favorite ladies a \$10 gc and a pampering pack!**
- When I say go, write first names and cell phone numbers of each one.
- first one done gets a mascara and everyone who completes gets a 1/2 price item

Let's wrap it up

- finish up with night cream-
- eye cream
- How do your face feel? You can use the rest of the samples tomorrow!

Booking

- Thank hostess again- bookings are the way I grow my business- I'm grateful for you!
- Our beautiful hostess will get \$25 in additional free product when each of you book tonite!
- And YOU get a Custom Skin Analyzer Scan, in addition to your MK mini shopping spree tonite of \$10 tonite AND your own hostess credit after YOUR session.

Table Close

- I had so much fun tonite! I have some product specials for you guys tonite!
- Take your closing sheet out and turn it to the side that has the pictures of all the sets
- Table Close with Roll Up Bag
- You can shop on website or text me- pay online with secure CC or propay link, paypal, venmo or cash app
- I'll be closing the party in 2 days- that gives me enough time to connect with each of you- but if you have questions before then, just reach out to me! We can chat and I'll walk you through everything!
- Option: "If you connect with me in the next 24 hours, you'll get 10% off your whole order" (or 5%, \$10, etc)

WE Go Virtual



WHAT TO DO DURING THE VIRTUAL BEAUTY SESSION

Party Board

#1- Would you like to be my client Yes or No?- explain what it means to be your client

#2- FREE or ME? Romance bookings

- *"So, maybe you're thinking "Yes, I'd love to get some stuff for free! I have friends who would enjoy this and I want to have my own virtual beauty session." Just for saying yes, you get this booking gift _____! AND, Suzie gets \$25 more in FREE product just for you holding your own beauty session! Isn't that awesome? \$25 more FREE! AND, not only do you get the booking gift, Suzie gets HER free product, YOU get hostess credit too! You can get 20% of your sessions sales in free product just like Suzie is today! I do all the work and you get all the rewards! I work really hard to make sure you max out the hostess program! So, write down FREE if you want to help Suzie and do your own fun beauty sesh or write down ME if you don't really want to do a beauty sesh- and that's fine."*

#3- Get more info? This would be a place to insert a BRIEF explanation WHY you love your business so much! Also, any unit interview promotion-Coach, Kate Spade, cash- drawing. "Chat with me and go into the drawing."

- *"You're probably thinking- wow, she sure is happy/likes her job/crazy for MK. Well, I am, and here's why....._____. With Zero obligation, would you be willing to give your opinion of a short video about the Mary Kay opportunity over a call or zoom? Yes or no thank you on getting more company information."*

You have 30 minutes to fill out this sheet, screenshot it and dm/text me and I'll let you know what you've won. - (when you connect with them, tell them: one half price item or item of your choice)

Final Party Close

- Thank you so much for joining us today!
- I truly enjoyed our time together.
- Before we go, please take a picture of your Party Board and text it to me! My cell # is _____
- Does anyone have any final questions?
- Enjoy the rest of your day! Thank you for joining us today! Goodbye!

Thank everyone again and let them know you'll be reaching out individually to close them

Option: "If you connect with me in the next 24 hours, you'll get 10% off your whole order" (or 5%, \$10, etc)

Individual Close

- **Did you have fun?**
- **How does your face feel?**
- **What set would you like to start with?**
- **Did you select a Mad about Masking or Makeover Sssion?**
- **What did you say to question #3? Would you be willing to watch a video and do a quick call with me?**

Option: Did I mention the chance to win a _____ -?