

Rock Show Outline

Intro - Self

- Quick I-Story
- Show type - absolutely **no makeup comes off** tonight but we WILL schedule a one-on-one time with you for a signature glamour look.
 - o Pass out set sheets
 - o Under no obligation to purchase
 - Explain financing, MC, Visa, Discover, hubby know-not
- Thank you to hostess/guests
- Explain how to Win the Rock as a hostess
- Explain how to get tickets
 - o Just for coming one ticket and one for each
 - o 1 ticket for each \$10 purchased - Let's get shopping!

Recipe for clear, healthy & youthful looking skin - just like a good cake illustration.

- Cleanse
- Exfoliate
- Freshen/Tone
- Moisturize
- Protect

Wouldn't you agree - hands are most abused. Would you agree that if we can make a **VISIBLE** difference on your hand tonight, that we can make the same difference on your face?

Set #1 - 3-in-1 Cleanser

- Cleanse
 - o Soap Illustration - don't believe? Look at your shower door - how does it know?
- Exfoliate
 - o Men & Women - who looks older?
 - o Green Beads
- Freshen/Tone
 - o Oily Women LOVE this step
 - o Clears sinuses - BAD

Set #2 - COMMERCIAL for DAY & NIGHT SOLUTION for a minute

- o Gives **DRAMATIC** results
- o Day Solution feeds face vitamins, firms skin
- o Night Solution is like a 24/7 chemical peel, helps with scarring, reduces appearance of wrinkles (see page 6-7) in Beauty Book

Back to Set 1 - explain 3-in-1

- Want a really **FUN** way to get more tickets?
 - o I LOVE my job or I LOVE Mary Kay (or anything close)
 - o Raise your hand (so I can see you) and yell "MK ROCKS!"
- Moisturize Step
 - o Drink of water for your face
 - o Age fighting properties that make a huge difference in only 8 weeks! (p. 7 BB)

- Foundation Step
 - o Dust on the table
 - o Women with unmatched foundation - we match you perfectly!

SEE THE DIFFERENCE! Look at both hands. WE DID THAT with only ONE use of Timewise System! = \$52 w-matched foundation

Set #3 - Velocity - for those with less than 25 birthdays = \$36

- They grow 'em faster now days don't they?
- No Anti Aging
- Great for older, acne prone women with oily skin

Set #4 - Eye Love It = \$55

- Set comes with
 - o New Timewise Age Fighting Eye Cream
 - EYE Story
 - o Oil Free Eye Makeup Remover
 - NO MORE PULLING and TUGGING - causes premature wrinkles
 - o Soothing Eye Mask
 - Preparation H for your eyes!!
- Feel the Skin under your eyes; touch cheek
- No oil glands, no padding under eyes; must treat with TLC!

Set #5 - Lip Saver Set = \$54.50

- Carm-ex every 15 minutes - water a dead flower illustration
- If you want sexier, smoother smoochers then you MUST have this set!
- Set comes with Lip Outliner Pencil and our FABULOUS Satin Lips set!
- Wonder Bras, Wonder Panties, Wonder Hose...it's a wonder I'm still together!
 - o Outliner Pencil is like a Wonder Bra for your Lips!
- Satin Lips Mask will take off the dead and reveal the new skin
- Satin Lips Balm will moisturize your smoochers for 8 hours-bed side product
- Set also comes with Lipstick & Lip Liner of your choice!

Set #6 - Mary Kay Head to Toe = \$50

- Set comes with Satin Hands System & Visibly Fit Body Lotion
- Buffing Cream is like a liquid Loofa - if you haven't shaved after using our buffing cream then you are missing out on a FANTASTIC SHAVE!
 - o What's in your shaver, hair? NO! Hair & Skin - exfoliate and you can take your bushwhacker and knock them suckers down!
- Experience Satin Hands - put all 3 in their hands at once - have them go to kitchen & bathroom to rinse off and dry
- Apply Hand Cream when they return - cream contains NO SILICONE so your hands don't feel slippery just moments after putting on the cream. YET you can wash your hands and not need to re-apply each time.
- Visibly Fit Body Lotion is dimple cream for your "other dimples"
 - o Makes your skin tight
 - o Reduces the appearance of Spider Veins, Cellulite and Crêpiness
 - o Moisturizes your skin for up to 10 hours - shaving legs, skin dries out after a couple of hours...not so with VF...skin still smooth and soft at the end of day

Set #7 - Color Compact - Completely Filled = \$62.50

- Department Store shadow trios - use only 1 or 2 shadows. To get colors again, must buy new compact
- Not true with ours....pop-in & pop-out
- \$6.50 refills
- How do you know what colors to pick? Glad you asked!! At your Slammin' Glamour Makeover where we give you a computerized Signature Glamour Look, we will help you pick out colors with a private consultation!
- IF you have 3 guests at your Signature Glamour Makeover get compact **FREE!!**
- IF it is at least **\$200 in sales**, you get the 3 shadows, blush & brushes for **FREE!!**

Set #8 - New Professional Make Up Brush Set = \$45

- Most professional brushes are \$40 - \$50 EACH!
- Ours are Pony & Goat Hair (no ponies or goats were harmed!)
- Care is easy...just shampoo out and let air dry
- We will show you how to use these brushes at your private consultation!

Set #9 - Bronze & Beautiful = \$48

- Remind of Soap (2nd only to the sun) then say...SUN is #1 cause of premature aging
- Our Sunless Tanner is "shake & bake" in a bottle!
- Put on body lotion AFTER you apply Tanner and you will NOT have streaks
- Use once a day until you reach the desired level of tanning
- SINCE we wear products that shield our faces from the sun, then we need that extra "umph" of sun with fabulous Bronzing Beads!!
 - o Bronzing Beads bring out the natural hi-lights on any skin tone!

Set #10 - Private Spa Plus = \$52

- If you haven't taken a bath with MK Private Spa, then you haven't rally taken a bath!
- Explain the layering techniques of all 3 products
- Shaving Cream is good for BOTH men and women
- Just a little goes a really LOOOONG way!!

Set #11 - Domain = \$52

- Cologne is $\frac{3}{4}$ water
- Eau de Parfum has more oils and lasts longer
- Award Winning Signature Men's Fragrance that has scented Hair & Body Shampoo only during Christmas

CLOSING

- **FOUR SETS** and you get the **ROLL UP BAG** for **FREE!!!**
- **CREATE** your **OWN SET** - must = at least **\$45**
- **MC, VISA, DISCOVER, CHECKS & CASH** also hubby know-not plan
- Write down the sets you would like to have on your **Build-a-Bag Set sheet**
- Hand in at the **Check Out table** and you will pick up your tickets for every \$10 you purchase. i.e., If you purchase the Basic set you will get 5 tickets! If you decide to pamper yourself with **FOUR sets** so you can get the **FREE ROLL UP BAG**, you will get **20 TICKETS** towards the **Ring Drawing!!!**
- **AND IF** you schedule a complimentary Glamour Make Over **TONIGHT = 5 tickets!**

CAREER BAG - While you are shopping I have another game we're going to play for 2 tickets

- Play game, get more tickets for asking me questions
- 5 tickets for taking a CD

SHOPPING TIME - OK...You have 10 minutes to finalize your purchases. Then when you are ready just take your list to the CHECK OUT TABLE in the back and get your Tickets for each \$10 you purchased. Also if you are going to schedule a time for your Glamour tonight, tell the "check out" ladies so that you can get your extra 5 tickets...as a matter of fact, just write, Glamour at the top of Build-A-Bag sheet and our ladies will give you those 5 extra tickets.

When everyone is finished & seated in the front we'll draw for that GORGEOUS RING!!!

Ready, Set SHOP!!

PASS OUT "Tell us what you think" forms then do - DRAWING for Door Prize

RING DRAWING