

Welcome Everyone!

1. Hey Friends—Welcome! I want to thank you for joining us tonight! Thank you to each of you for supporting small businesses tonight! It means the world to your consultant that you are on with us!
2. I am super excited to hang out with you guys!
3. There are four goals we are looking for tonight:1. That YOU Relax and Laugh with other amazing women just like YOU! 2. If you are already a MK customer or New to Mary Kay, that you enjoy discovering new products that are perfect for YOU. 3. We are looking for women who love this product and want to share it virtually with others! Hold a virtual event like this one! 4. See what we do and knowing that if I can do this - YOU can too! Remember: comments are everything! You get an entry for every comment you make! Also—stay until the very end for my secret word! We will ask you the word so that you can get the maximum number of entries for all the FREE STUFF!
4. First—Let’s get our comments going—-- question:what is your fav thing to do in the summer time?
5. Ok:) Comment back-I want to hear about YOU-
6. Let me tell you about what we are doing tonight- We are going to be sharing about all of our Fun in the Sun products tonight!-So, let’s get ready- go grab some paper and pen! You are going to love what we do & have some great fun doing it!
 1. Let’s go! OK:) First on the spot drawing—-consultants that have new guests - and those guests! Draw for prize-yes! new debuting products! REMEMBER:- If it is Free-it is for me! Right? Grab your piece of paper and NUMBER 1-10-the perfect 10 summer have tos! on your sheet of paper -like this— — And I want you to list each product as I talk about it—-Before we dive in-I want to tell you a little about MK!
7. Here are some great facts: Private Company-Family owned, High Brand Loyalty, All Products made in the US, No Animal Testing, and our MK charitable foundation- over 50 Million donated Life to date to Domestic Violence Shelters in our 50 states and over 20 Million Life to date to fighting many cancers that affect women. And Mary Kay’s newest product-Hand Sanitizer being manufactured in our manufacturing facility right here in the US for our frontline heroes! And one of the first questions guests ask me about our business opportunity- is how do you get started in Mary Kay? I am going to use the word FUN to describe my Mary Kay — write each letter on the back of your paper as I talk about it-

F- Freedom, Flexibility and Fun! U-unique culture- go give/God family career-sisterhood-women helping women! N-no deadlines/quotas or territories-you can't get kicked out-you can pick up and put down based on your life! Sell everywhere! circle the ones that are your favs? And now to answer the question on how you get started—-this is the last chance to get this limited time offer to get started for only \$30 that ends tonight at midnight! What? I know—A personal website for a year , your propay for a year & all your digital tools! It Could not be a better time to learn a new skill and jump in virtually with us to build a MK business! Nothing to lose and everything to gain!

8. Thank you for always thinking of us when you think of your skin care and beauty needs!

9. Are you ready? Ok: listen and watch as we introduce you to our Fun in the Sun products! Remember: write down each product name as I talk about it!! comment, comment and comment! I have lots of great prizes to give away! So, Let's Go!

10. Show Skin Care Lines and explain the difference between these top three- Naturally Line, 3D set and Repair set, Facial Cloths & Bar of soap! RIGHT AT THE TOP OF YOUR PAPER WHICH SKIN IS THE BEST FIT FOR YOU:)

11. 1. Facial cloths— —love these! 2. Eye makeup remover-

3. Lip protector-UVA/UVB protection

- Helps keep lips protected and guarded from the drying effects of sun and wind.
- Glides on for invisible protection and helps seal in moisture so lips feel soft and supple
- Water resistant and fragrance-free
- Use it alone or under lipstick or lip gloss.
- 4. Sunscreen SPF 50—

Provides a very high level of sun protection for intense outdoor exposure, such as during outdoor recreational activities, going to the beach, etc.

Helps prevent sunburn, reduce the risk of skin cancer and reduce the risk of premature skin aging when used regularly, as directed, and in combination with other sun protection measures

Lightweight, oil-free sunscreen for the face or body

Water-resistant and sweat-resistant for up to 80 minutes

Absorbs quickly, leaving your skin feeling soft and moisturized

- 5. Special-Edition† *Mary Kay*® Sun Care After-Sun Replenishing Gel is an ultra-light, cool blue gel that contains soothing botanical extracts

rich in antioxidants to replenish vital moisture. Leaves skin feeling hydrated, smooth and refreshed.

- Provides a cooling feel.
- Non-sticky.
- Applies easily. Absorbs quickly.
- Clinically tested for skin irritancy and allergy.
- Dermatologist-tested.

6. Special-Edition† *Mary Kay*® Sun Care Subtle Tanning Lotion gives skin the moisture it craves while subtly enhancing its natural tone for a healthy-looking glow. Lightweight, nongreasy formula glides on evenly and absorbs quickly for color that won't rub off.

- Skin feels soft, smooth and moisturized while its tone appears even – without streaking and blotching.
- When used daily, you can build up a gorgeous color in about a week.
- Features a coconut/honeysuckle fragrance.
- Moisturizer and subtle tanner in one makes it easy enough to be part of a morning or evening routine.
- Suitable for body and face. For all skin types and tones.

7. Beauty Blotters-

Tissues instantly absorb excess oil without disturbing makeup. Pack of 75.

- 8. Targeted action toning lotion—take the fight against aging beyond your face. Skin that's firmed. Toned. Defined. Hydrated for 24 hours. TimeWise Body™ Targeted-Action® Toning Lotion combines the benefits of multiple products in one body-loving formula, energized by a double-shot of caffeine, the power of pumpkin and a totally invigorating scent..
- 9. Naturally oil—This quick-absorbing oil leaves skin feeling hydrated and looking revitalized.
- 10. Mint Bliss— enjoy the invigorating scent of mint and a wonderful cooling sensation as this lotion helps relieve tired feet and legs.
- Bonus products- *Mary Kay*® CC Cream Sunscreen SPF 15*, "Complexion Corrector," acts like makeup to instantly correct

complexion imperfections while formulated like skin care to help nurture skin's beauty tomorrow. So remarkably lightweight, you'll look naturally flawless as if wearing nothing at all. "Whether looking for a quick, everyday multitasker or the perfect vacation, errand or weekend solution, *Mary Kay*® CC Cream but wait for it -add it to our lotion for an instant glow:)

12. Question: Have you been listing the products on your paper? Now-circle on your paper the products that you love! Bonus 5 entries for listing the products on your paper & want and sending a picture to your consultant!

13. We all want beautiful skin-wouldn't you agree? this is the only skin you will have-it is the best investment! Your consultant has some great specials for you! Check them out!

14. Lastly, I talk to a lot of women who have spent a lot of money on products that they discover they do not like and can not return them - You can always purchase with confidence in Mary Kay! Our products are 100% guaranteed!
15. The best compliment to your consultant is to talk with her tonight or tomorrow to answer your questions and tell us what you think of what we did tonight! Also-guess what?
16. Bonus: I will be doing a Facebook Live Drawing to draw for our winners! So I know you want lots of entries in—Here is how: 1. One entry for every comment 2. One entry for going out and clicking going for next week event and invite a friend that also clicks going and type your friend's name in the comment section of new event! 3. 5 entries for filling out our survey 4.10 entries for talking with your consultant by phone. 4. One entry for every item purchased 5. 5 entries for completing your tic tac toe sheet and sending a picture to your consultant!(Show your products gifts you are giving away) 6. Entry for every item purchased from your consultant!
17. SHOW FREE STUFF TO GIVE AWAY
18. I can not thank you enough for spending this time with us! Be safe & stay well! I can't wait to see you again next week for Naturally Beautiful-how to create a fast, easy natural & neutral look for every day ! The secret word for tonight is FUN!
19. Thank you for jumping on with us tonight! Have a great night!