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## Love Your Skin-Mary Kay Skincare Line

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### Welcome Everyone!

1. Hey Friends—Welcome to our Love Your Skin Virtual Event!
2. I am super excited to hang out with you guys tonight!
3. I would love to do some introductions— - comments are going to be everything!
4. First—Let's have some FUN—with our introductions! Question for you:
5. What do you & your family do for FUN? I will start —My family & I love to play cards and board games!
6. Ok:) Comment back-I want to hear about YOU-Your Fun Fact!
7. Let me tell you about what we are doing tonight- YOU will need your samples, mirror, warm cloth and a bowl of hot water. If you don't have them, go grab them now. Your skin is going to feel incredible & transformed! We are pampering with our most popular skin care lines tonight with a treatment of your choice!
8. And while we are together-I am going to give away some goodies- If it is Free-it is for me! Every comment is an entry! Before we dive in-I want to tell you a little about MK!
9. If you have never experienced the products before or if you use MK products already—Make sure whenever-wherever-anytime you think of Beauty Products-Skin Care-Body Care-Color Products-you think of your MK consultant!
10. 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!
11. Thank you for always thinking of us when you think of your skin care and beauty needs!

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12. Are you ready? Remember: comment, comment and comment! I have lots of great prizes to give away! So, as we are trying products-OMG- if you Love it & want it-comment -SOLD! If you have a question-put a Q with the product name so we can address all of your questions. Let's Go!
13. Ok:) We have to start with Showing you Satin Hands and Satin Lips and explain them! Show Skin Care Lines and explain the difference between these top three-Naturally Line, 3D set and Repair set.
14. Here we go! 1. Everyone start with your cleanser (always show them the actual product)—2. Show them all the treatments and put on for 10 minutes -someone time us:) Let's put our treatments on together -show the eye makeup remover and share benefits—I then put my serum and day cream on— & told them to do theirs -
15. While we are waiting & relaxing for our masks to dry- I have some questions for you-(consultants: this is an opportunity for you to get to know your guests through their comments. Interact with them as they answer the questions through their comments) If you had 25 hours a day, how would you use your extra time? If you had to eat one meal every day for the rest of your life -what would it be? What are you reading right now? What movie have you seen recently that you would recommend? If you could eliminate one thing from your daily routine-what would it be? How would your friends describe you? Check your time?
16. Continue with your questions. With these questions about the business opportunity, you can take the 10 minutes to answer these questions and tell your "I" story. 1.How do you make money in MK? (I answer this one) 8. Why would someone start a MK business? (I answer this one) (show any signing bonus you are offering for becoming a consultant)
17. Check time -Take off treatments—go through the rest of the steps of skin care -We all want beautiful skin-wouldn't you agree? this is the only skin you will have-it is the best investment! Show your bundle set specials.
18. Lastly, our products are 100% guaranteed! You can always purchase with confidence!
19. 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?
20. Bonus: I will be doing a Facebook Live to draw for our winners! So I know you want lots of entries in—Here is how: 1. One entry for participating tonight! 2. One

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entry for every comment 3. 5 entries for filling out our survey 4.10 entries for talking with your consultant by phone. (Show your products gifts you are giving away)

21. I can not thank you enough for spending this time with us! Be safe & stay well! We can't wait to talk with each of you by phone & get your feedback about tonight!  
Have a great night!