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## My Go-To-Routine Makeup—

Welcome Everyone!

1. Hey Friends—Welcome to our second 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 do an Ice Breaker question to get to know everyone a little bit-  
question: If you had to use one word to describe yourself, what would it be?
5. Ok:) Comment back-I want to hear about YOU-
6. 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. You are going to love what we do & have some great fun doing it! We are doing a basic color look, eyeliner, mascara, lip liner and an extra lip gloss!
7. And while we are together-I am going to give away use a facial cloth and tell them the benefits of it (always show them the actual product)—-use the eye makeup remover and share benefits—I then put my serum and day cream on— & told them to do theirs - 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!
8. Another question for you-comments are everything-What is your most used emoji? 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!
9. 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!
10. Thank you for always thinking of us when you think of your skin care and beauty needs!
11. 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!

12. Show Skin Care Lines and explain the difference between these top three- Naturally Line, 3D set and Repair set.
13. Let's GO-you use a facial cloth and tell them the benefits of it (always show them the actual product)—use the eye makeup remover and share benefits—I then put my serum and day cream on— & told them to do theirs -
14. Next Products you put on and share their benefits are: eye primer, foundation primer, concealer and CC cream.(always show them the actual product)
15. Let's start with your Look Card and start with the eyes-follow the card from eyes to cheeks to lips. Through the whole event-use all the brushes available and show each one and how to use them. Show the brush set in its case as much as possible. Use the eyeliner & mascara when doing eyes and show how to use both by doing it yourself. Show lipliner and how to use when doing the lips.
16. Question for you: What is one beauty item-you can't live without?
17. 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 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!