
Multi-Masking Virtual Event

Welcome Everyone!

1. Hey Friends—Welcome to our Virtual Beauty Experience!
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 a Fun Fact about YOU—My fun fact about me is_____
5. Ok:) Comment back-I want to hear about YOU-Your Fun Fact!
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. Your skin is going to feel incredible & transformed! We are doing Multi-masking- Charcoal Mask, Renewing Gel Mask & our Hydrogel eye patches!
7. 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!
8. If you have never experienced the products before or if you use MK products already—Make sure whenever-whenever-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-

Tuesday, April 7, 2020

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. Ok:) You use a facial cloth and tell them the benefits of it (always show them the actual product)—show the eye makeup remover and share benefits—I then put my serum and day cream on— & told them to do theirs - Let's Put our masks on together— 1. Charcoal mask in T-Zone :) 2. Renewing Gel Mask on cheeks -have someone time for 10 minutes
14. 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) 1. Who do you know that loves makeup? 2. Who would enjoy being pampered? Remember: comments are everything! 3. What would be the most important thing in your life right now? 4. What would you want or love to do all day long? 5. Where do you see yourself a year from now? 6. Where do you meet people? Check your time? Take masks off-and put the eye patch on for 10 minutes with someone timing as well.
15. 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)
16. Check time -Take eye patches off-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.
17. Lastly, our products are 100% guaranteed! You can always purchase with confidence!
18. 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?
19. 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

Tuesday, April 7, 2020

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)

20. 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!