

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 things 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! #1 Goal—to hang out and have fun together in this crazy time for all of us! I Prayed for you & your families safety and health right before I hopped on our event! 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: how did you celebrate your mom yesterday or someone special in your life this past weekend?
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 some of our New Debuting 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!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? And the company just announced this morning an amazing

limited time offer to get started for only \$30. 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 NEW Mary Kay 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. Ok:) Here we go! 1.Limited Edition Masking Towel Bundle-show :) (use facts from sheet) 2. White Tea & Citrus Satin Body Whipped Shea Creme- It is back by popular demand and is now a part of the regular-line White Tea & Citrus *Satin Body*® Collection! Formulated with shea butter, mango butter, sunflower oil and apricot kernel oil, the crème is clinically shown to instantly moisturize skin and keep it moisturized for 24 hours.\* 3. Our Most Precise & Powerful Serum Ever-(use facts from the sheet) 4. NEW! Limited-Edition† *Mary Kay At Play*® Color Correcting Stick, Wipe Out Redness! Use this green stick to neutralize redness fast for a quick confidence boost and a more even-looking complexion. 5. And with the CREAM COLOR BRUSH: Apply product to desired area. Use the tip of the brush to help cover small imperfections, and the flat side of the brush can be used to help cover larger areas. This brush also can be used to blend lip color smoothly onto lips. 6. 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 Sunscreen SPF 15\* will deliver with results that answer your needs." 7. And using Liquid Foundation Brush—-

Add liquid foundation directly onto the center of the brush or the back of your hand. To stipple: Start at the center of the face and work outward, lightly tapping on foundation to build to desired coverage. To buff: Use a circular motion as you lightly blend to desired coverage.

8. NEW! Limited-Edition† *Lash Love Fanorama*™ Mascara in I ♥ black,

Features the fan-favorite *Lash Love*® formula with an innovative NEW brush with three unique application zones! The brush works from corner to corner and root to tip to bring even the smallest lashes out of hiding. Rows of super soft silicone bristles, stabilized by an inner core, power the brush's three unique application zones.

9. NEW! Limited-Edition † *Mary Kay*® Intuitive pH Lip Balm,

This Pink lip balm not only changes color, it shows how the power of pink can change lives. See it transform hue once applied, adjusting to your unique pH chemistry for a perfectly flattering finish. It provides a subtle flush of one-of-a-kind color.

According to UN Women, crises like COVID-19 can be especially difficult for those experiencing domestic violence. You can join Mary Kay's global *Pink Changing Lives*® cause empowerment program and help change the lives of women and their families affected by the pandemic. **In the United States, from April 26 through Aug. 15, 2020, \$1 will be donated from each sale of the limited-edition † *Mary Kay*® Intuitive pH Lip Balm.** Mary Kay is committed to supporting *The Mary Kay Foundation*™ efforts to end violence against women in the United States. 10. 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.

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 Sizzle! Thank you for jumping on with us tonight! Have a great night!