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## Shake up your Makeup Bag!

Welcome Everyone!

1. Hey Friends—Welcome!
2. I am super excited to hang out with you guys tonight!
3. We are going to have a blast and you will get entries for some great stuff so—- comments are everything! You get an entry for every comment you make!
4. First—Let's get our comments going—-- question: what is your go to have to have skin care product? What is your go to have to have makeup product?
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 kinds of products and makeup tips for YOU! So, let's get ready- go grab your makeup bag, paper and pen! You are going to love what we do & have some great fun doing it!
7. Let's go! OK:) remember- If it is Free-it is for me! Right? Grab that piece of paper and draw 4 squares on your paper -like this—-and title each square-first square is titled "LOVE IT" second square is "LIKE IT"- Square to the left bottom title it "I want to replace it" and the last square label it "Don't ever use it"-Bonus: when you draw your sheet with me -you get 5 extra entries for our free products tonight! And don't forget—-Every comment is an entry! Before we dive in-I want to tell you a little about MK!
8. 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 win!

9. Thank you for always thinking of us when you think of your skin care and beauty needs!
10. Are you ready? Ok: dump your makeup bag out and categorize your products- and listen and watch as we introduce you to our Mary Kay products! Remember: comment, comment and comment! I have lots of great prizes to give away! So, Let's Go!
11. Show Skin Care Lines and explain the difference between these top three- Naturally Line, 3D set and Repair set & Facial Cloths!
12. First Makeup Tips: 1. Removing your makeup and cleansing your skin thoroughly is so important! It will let your skin breathe and prevent unwanted breakouts, dullness and unhealthy looking complexion! 2. Always apply a good moisturizer/day or night cream. It does not matter whether you have oily or dry skin-your skin needs moisture to function effectively! 3. Don't ever skip out on SPF. It protects your skin from UVA/UVB rays that will cause skin aging and uneven skin tone.
13. Did you see the latest Oprah Magazine yet with a full spread SHARING our Mary Kay products called "empowering beauty"-check it out-ladies!— wow! Wow! & wow!
14. Ok:) Makeup Tip 4. Schedule the time for your pampering treatment every week to relax & Improve your skin! They are ..... charcoal mask, renewing gel mask, microdermabrasion & facial peel just to get started!
15. Next Products to share & their benefits are: foundation primer, concealer and CC cream.(always show them the actual product)Makeup tip: 5. Foundation primer creates a canvas to get a flawless finish with your foundation 6. Use Two concealers -one for under eye area (our undereye concealer)and another concealer (our perfecting concealer) for other areas on your face-:) 7. Foundation has been proven to be a protect or shield for your face from dirt, the environment and from simply touching your face too often. With foundation, it can prevent unwanted breakouts, dullness and unhealthy looking complexion.
16. Question:Are you filling in your 4 squares? Bonus 5 entries for doing your 4 squares w/me!
17. Next: Satin Hands and satin Lips—Makeup tip 8.-one of the top areas we show our age is in our hands— -take care of your hands with satin hands! And you can't have satin hands without satin lips! (Show & explain both) and what a dynamic duo - fantastic gift for Mother's Day for show our love at Mother's Day!

Your consultant has an amazing Gift Giving service! Ask her! \*write that at the bottom of your 4 squares!

18. And finishing up with some of our color products—eye makeup remover, Brush set and Brush cleaner, new liquid eye colors, mascara, lipsticks and lip glosses. And last our finishing spray. Makeup tip 9. We recommend that you Replace your mascara every 3 months for sanitary reasons, good hygiene and performance of the mascara.
19. We all want beautiful skin-wouldn't you agree? this is the only skin you will have-it is the best investment! Our special tonight is 20% off your entire purchase for hanging out with us for trash it and trade it night!
20. 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!
21. 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?
22. 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 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. 4. One entry for every item purchased 5. 5 entries for completing your 4 squares with me!(Show your products gifts you are giving away)
23. 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 our SATIN NIGHT focusing on our spa Body Products! Have a great night!