

VIRTUAL LUSH SPA/HYDRASESSION

Welcome everyone!

Make sure you have everything you need – a piece of paper & a pen, all the samples, a bowl of warm/hot water, a few wash cloths, a hand towel, scissors to cut open your samples...

\$100 cash

Comments queen

Tic Tac Toes with 1,2,3,4 on the bottom of your page

WHAT IS A LUSH SPA EXPERIENCE?

It's our version of a really popular and expensive appointment at a spa that you will LOVE! These specific steps give us a layering approach to your skincare routine that mimics the spa experience with similar ingredients, yet easy and safe to use at home. This is something you do in addition to your daily routine either once a week, once or twice a month, or even once a quarter depending on your desires. I personally like to do it once a week.

Adding this to your daily skin care routine helps maximize your skin care benefits and involves deep exfoliation, gentle pore-declogging followed by extreme healthy nourishing hydration.

COUPLE IMPORTANT DISCLAIMERS:

When we did extensive research on hydrofacials done at a spa – here is what we found. First it is typically done at a dermatologists' office or a med spa by a licensed esthetician or a MD (e.g. a dermatologist). So it's important to note that this is a spa treatment that we are mimicking with VERY similar products & VERY similar ingredients – but we are NOT estheticians and we are NOT dermatologists.

Please be aware that everyone's level of exfoliation is different – in a hydrofacial at the spa they do a manual cleanse followed by microdermabrasion then a chemical peel after microderm – I want

you to know that Mary Kay does not suggest double layering the microdermabrasion with the facial peel BUT in a spa they do double layer – so you can do a couple things...

1. You could use one on your hand and one on your face & see what your skin needs – or you could do microderm on one cheek & the peel on the other
OR
2. You CAN use them on your face back to back if feel you're ok with that. I absolutely layer them when I'm doing it on my own face & I'm OBSESSED with the way it feels but if you feel like you are sensitive to exfoliators, you may want to try doing just one of each on each cheek – the most important thing is that you do what's comfortable for you!

Lastly – I have to talk to you about the difference between this lush spa experience & a daily skin care routine. (Dental analogy -- cleanser & moisturizer are like your toothbrush & toothpaste – so these hydrasession products are NOT to be used without a good cleanser & moisturizer first because the hydrasession would be like going to the dentist to get a deep clean or a whitening treatment and you would never whiten your teeth but never brush them! Also be sure to ONLY use products on your face that are made for your face (so no body wash, body lotions, body scrubs, etc.) and ONLY use products that are tested & formulated to work together!)

And the biggest disclaimer I need to remind you of is just DO NOT do this on a daily basis! This is only to be done once a week at the very most, if not just once or twice a month.

Okay so let's DO THIS!!!

Step 1 in our lush spa experience is our **TimeWise Repair Volufirm foaming cleanser** -- this is a foaming, pampering cleanser that your skin has been searching for! Every day skin cells that are ready to be sloughed away accumulate on your skin's surface – so this cleanser gently sweeps away complexion-dulling impurities as it leaves your skin feeling revitalized & hydrated. It also contains a skin volume-supporting peptide to help your skin feel supple, moisturized & help renew your skin's radiance.

Suggest that they don't rinse yet -- mix the microdermabrasion:refine step in with their cleanser

Microdermabrasion refine:

This step is a physical exfoliator that reduces the appearance of fine lines and gently refines skin's texture as it removes surface dead skin cells and build-up from pores. Get this – congested pores can lead to stretching of the pore wall, making them look enlarged. Eliminating impurities trapped within is an important first step toward improving the appearance of your pores. So in a nutshell – this product will dramatically improve skin texture, visibly improves the look of fine lines, immediately minimizes the appearance of pores and helps stimulate circulation with aluminaoxide crystals (same ingredient used in most spas)

Hydrogel eye patches: (you don't have this sample but I'm going to tell you about it)

- These pick-me-up patches deliver a refreshing burst of hydration to the eyes.
- They are instantly cooling and soothing, immediately boost skin hydration and help diminish the look of puffiness & dullness.
- Hydrogel is water suspended in a gel matrix.
- recommended use is 20 minutes 2x a week
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Glycolic Peel: (set timer for 15 minutes)

Here's how TimeWise Repair Revealing Radiance Facial Peel helps transform the look of skin:

- The glycolic acid goes to work immediately, removing dead skin cells from skin's top surface layer.
- This exfoliating ingredient also works on the remaining surface layers, breaking apart the bonds connecting thousands of other dead cells so they can be released and plumper, fresher cells can take their place. By increasing the rate at which skin-dulling dead cells on multiple surface layers are eliminated, the power of glycolic acid enhances skin's own renewal process for a rejuvenated look.

- This advanced exfoliation method also significantly smooths skin, reducing the “hills and valleys” associated with a drier rougher texture.
- Once the layers of dead surface cells have been removed, your skin will be primed and ready to accept the benefits of other age-fighting treatments.
- Because we wanted the formula to be gentle enough to use twice a week, we paired the glycolic acid with an exclusive blend of calming botanical extracts+.
- Since some people can experience dryness after using a peel, the formula also contains a marine extract which has been shown to have hydrating benefits.+

WHILE MASK and EYE PATCHES ARE SITTING FOR 20 MINUTES:

TALK ABOUT WHY WASH YOUR FACE WITH MK

I want you to know that WE REALIZE you can buy cosmetics anywhere, so we want you to know the perks that are available to you if you should choose MK! **Share in the comments with me some of your favorite perks as I share them with you!**

- Made in USA in Dallas, TX – over 5000 American jobs supported
- We are environmentally friendly with a 0% landfill policy & a HUGE global recycling program
- We are in 37 markets worldwide & we are a top 5 beauty brand globally
- Charitable Giving through the Mary Kay Foundation – over \$82 million donated to help support research for cancers affecting women and domestic violence shelters
- We do not test on animals (only willing human participants)
- All products are European union approved - - - USA is just FDA approval and EU has 1300 chemicals & ingredients banned while the FDA only bans around a dozen
- FREE GIFTS! And free products for hosting parties or giving your consultant referrals!
- We let you try before you buy – how many companies have you shopped with before that will send you as many samples as you

want to your front door FOR FREE so you can try them before you buy them? And have chances to win FREE products & be entered in to win \$100 cash at every party you attend?! ☺

- You have your very own personal beauty consultant whose job is to help you find the products that work best for you! (Can't call up the girl at Ulta & have her hand-deliver products to your front door!)
- One of my favorite perks is that we have a 100% CUSTOMER SATISFACTION GUARANTEE! NO MARY KAY IN YOUR MAKEUP GRAVEYARD DRAWER!

SHARE QUICK I-STORY and QUICK marketing, 50%, Team, Cars. QUICK!!!!

Comment below your interest level:

A = ABSOLUTELY! SIGN ME UP! If this is you, we have a signing bonus for you if you comment below "sign me up!"

B = borderline – I'm not a yes or a no, I'm borderline

C = I want to remain a happy customer

Remove eye patches and take off glycolic peel, gently pat in any remaining gel

Satin Lips Set shea sugar scrub (you don't have this sample but I'm going to tell you about it)

Pore Minimizer -explain its the 2nd step of microderm

TimeWise Repair Advanced lifting serum aka spanx for your face

- Improves skin elasticity and firmness
- Tightens the appearance of sagging skin and gives facial contours a firmer look
- Helps cheeks, jawline and neck appear firmer and more lifted
- Includes Volu-Firm® Complex, plus two new ingredients that support skin's natural collagen, elastin and hyaluronic acid
- Clinically shown to visibly lift skin and reduce the look of deep lines and wrinkles

Naturally Nourishing Oil aka Jesus tears (you may or may not have this sample but I'm going to tell you about it)

- Features a blend of sweet almond oil, olive oil and sesame oil, which are natural emollients and provide moisturizing benefits
- Includes squalane, derived from plants, which is an excellent moisturizer to help support the skin barrier and reduce dryness
- Vitamin E provides protective antioxidant benefits.
- Features a light vanilla scent
- Free of parabens, phthalates, synthetic fragrance, synthetic dyes and SLS/SLES as are all Mary Kay Naturally products, plus Nourishing Oil is also free of silicone, mineral oil and alcohol or any ingredients that have been genetically modified.
- 100% natural origin of total ingredients

Benefits

- Leaves skin feeling hydrated and nourished.
- Skin is left looking revitalized and with a healthy glow.
- Skin feels satiny smooth, soft and supple.
- Absorbs quickly and feels lightweight

TimeWise Repair Night Treatment with retinol:

Night treatment with retinol is formulated to fight the appearance of deep lines & wrinkles, promotes the production of collagen & helps increase elasticity. It immediately triples skin hydration, increases skin moisture for 12 hours, helps accelerate cell turnover to allow more youthful cells to & noticeably smoothes neck area.

Retinol is considered to be the gold standard ingredient when it comes to anti-aging...and because the retinol is encapsulated, it's protected against degradation from air & light which helps preserve its stability & maximum efficacy. The encapsulation also provides more controlled release to help minimize potential irritation.

TimeWise Repair Eye Renewal Cream:

The skin around the eyes has fewer sebaceous glands and less collagen & elastin than skin elsewhere on the face & as people age, the fat pad beneath the dermis diminishes, causing the skin to appear even thinner & the hollowed-out appearance under the eyes – which means the eye-area skin requires a little extra attention.

Eye renewal cream firms & tones sagging skin around the eyes, minimizes the appearance of deep wrinkles, immediately doubles skin hydration & increases moisture for 12 hours & restores a youthful lift. The customized applicator tip is designed to help stimulate microcirculation & helps reduce puffiness.

TimeWise moisture renewing gel mask:

- This multitasking genius breathes new life into tired, sluggish, stressed skin. This gel mask is deeply hydrating, replenishing moisture on contact and delivering other skin-renewing benefits.
- 10 skin-loving benefits: instantly hydrates while locking in moisture, helps reduce the appearance of pores as well as fine lines and wrinkles, skin feels firmer, healthier, smoother & softer, skin appears less stressed, feels nourished, purified & calmed
- You can either apply this and rinse after 10 minutes or leave it on all night & sleep in it overnight for an enhanced pampering experience!

Fact – as we age, our skin's ability to stay properly hydrated is diminished, which leads to skin looking older than it actually is. All women – even those with oily skin – need to use skin care products that are formulated to not only *add* moisture but also help skin *hold in* every precious drop.

So how are you feeling after your lush spa experience? Are you obsessed?! Y'all you would have just paid \$250 or more plus a tip if you had gotten that done at a spa!

STEALS & DEALS - Go over closing sheet

CLOSE/ENTRIES INTO \$100 GIVEAWAY

Have them answer each question in the chat.

1. Want to be a Customer? Yes or No.
 1. Perks: Gift with purchase, birthday club, VIP group, Preferred Customer Program.
 2. Explain how to order(website, payment options)
 3. write yes or no in the chat.
 4. **3 tickets into \$100 giveaway if YES**
2. UPCOMING EVENTS
 1. Explain upcoming events
 2. Put **ME in chat if you want an invite - 1 ticket into the giveaway**
3. Host a party?
 1. explain free product and helping your consultant.
 2. Write HOST if you want to host your own party,
 3. **3 tickets into the giveaway,**
4. Become a consultant?
 1. Write MORE INFO in the chat if you want us to send you more info - **1 entry for MORE INFO**
 1. Or write "PPC" if you want to book a Pink Possibilities call to get your questions answered or to help consultant with training , **3 more entry into the Giveaway for PPC,**

Ask for Comments Queen to be announced.

Send in tic tac toes

Fill out Google Form to be entered into our monthly \$100 cash giveaway!