

BEAUTY SLEEP SUNDAY PARTY OUTLINE

Welcome everyone! My name is _____ & I am SO excited to have you join us for BEAUTY SLEEP SUNDAY facials!!!

GUESTS -- TAG YOUR CONSULTANT & tell us where you're tuning in from!

CONSULTANTS – TAG YOUR GUESTS make sure you comment with a HEART so we know not to count your comments tonight!

Okay guests, so in addition to getting to pamper yourself tonight – you're also going to have the chance to be entered in to win **\$100 CASH TONIGHT!!!** How exciting is that?! Here are all the ways you can get entered in to win!

1. Being our COMMENTS QUEEN gets you 3 tickets entered in to win!
2. If there is product you want to purchase (of course there is no pressure) but if you make a purchase you get 3 tickets entered in to win!
3. Book a follow-up appointment by joining us for an upcoming event & get 1 ticket entered in!
4. Book a Party and get 3 entries
5. Hold a Pink Possibility call with your beauty consultant to help her with her training in learning how to share our business opportunity gets you 3 tickets entered in! We will tell you more about this later.
6. Nominate friends who you think would love a free pampering session & you'll get another ticket entered in! We'll give you a chance to do that later as well

SO MANY WAYS TO WIN!!! We love spoiling you!!!

To our guests joining us tonight -- just know that you are going to help someone do a happy dance tonight. Think about it -- when you go into a mall store, they do not do the happy dance as you check out of the register, but with our small businesses we do because your support is literally helping put food on the table for your consultant's family, or in my case, my customers are helping me _____, and for some consultants – your support is helping them earn their first FREE Mary Kay car! Ekkkk! HOW AWESOME IS THAT?! Now, please know there is no pressure to buy, there is not, but should you, just know someone is doing a happy dance.

Okay so I want to tell you a few fun facts about Mary Kay & perks you'll receive as a Mary Kay client before we try these products tonight -- because our company is truly amazing! The best of the best! Also, 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!

Out of ALL the places you can go to buy cosmetics – please tell me of another place that offers you all of that?! (I'll wait... lol)

Okay – so how tonight is going to work:

- I am going to be walking you through products, you will be blown away and your face is going to LOVE YOU!!!

- Don't forget that the person who comments the most is going to be our Comments Queen to get extra entries into our \$100 cash giveaway!
- IF you want to purchase, I'll be offering some STEALS & DEALS at the end of the party & remember someone will be doing a happy dance when you do, and there is absolutely no pressure or obligation to buy but you'll receive some specials & discounts AND tickets entered in to win \$100 CASH if you do decide to make a purchase!
- **If you try something you love tonight & know you want to get it, go ahead & comment with the product name & then "sold"**

Okay so we're going to be trying our #1 BEST SELLING skin care line tonight – Our TimeWise Miracle Set 3D. BUT we do have 5 different skin care lines we offer & your beauty consultant is going to work with you to find the very best fit for you! (Can also download the free skin analyzer app to see what products MK scientists recommend for you)

Now let's try some products, shall we?! First we're going to start with our...

OIL-FREE EYE MAKEUP REMOVER & MICELLAR WATER

4-IN-1 CLEANSER USING SKINVIGORATE SONIC

CHARCOAL MASK – ALLOW 15-20 MINUTES

Remind to comment sold.

While the mask sits....

You might be wondering why women would even decide to ever start a Mary Kay business? Well, there's lot of reasons but here are just a few:

Some women join for:

Money -- to have a side hustle to bring in some extra cash for their families, especially during this time during the pandemic when so many people are working from home already & Mary Kay has transitioned into a virtual business opportunity where you can work exclusively from home. Now if you want a little more than a side hustle or extra cash, you can make some REALLY good money in Mary Kay – in fact Mary Kay has produced more women who make over 6 figures a year than any other company in the US. And if you're wondering if you can make money right now during the pandemic, the answer is YES! My highest paycheck in one month during the pandemic was in excess of \$33k ☺ and that didn't include the 5 diamonds or the 3 designer handbags I earned that same month!

Free cars -- of course we have the iconic pink Cadillacs – but we also have several other cars that are a part of our lineup! And you get the choice to either take the car or to take cash instead!

Many women join Mary Kay for a boost in their self confidence & the opportunity to be a part of a community of positive women, especially at a time like right now when so many people are living in isolation.

I don't know a lot of women who join for this reason but I DO KNOW it's a favorite! CINDERELLA PRIZES!!!! (Show diamonds, talk about trip to the Bahamas, airpods, north face jacket, \$250 toaster oven/air fryer, home décor, etc)

Another reason women choose Mary Kay is for the incredible tax deductions that are available to you for having a business in your home. When you own a home-based business, you are able to reduce your tax liability & owe less in taxes. You can write off things like products you give as gifts, your own personal use products, you can take a trip & write it off as a “business trip” as long as you conduct some business while you're there, you can write off your mileage, your postage, a % of your cell phone bills and even a portion of your rent & utilities for having an office in your home. Even the cost to start your business which is either \$30 or \$130 right now is an immediate tax deduction for 2020!

Lately we've had a lot of women who join to be beauty ambassadors to get a 50% product discount. That was honestly why I joined originally 13 years ago – I LOVED the products & I'm a bargain shopper so I figured WHY NOT sign up to get the discount if nothing else?

Then, there are those women who say “Hey, I want to build my own organization, I want to LEAD WOMEN” and they are joining because they want this to be their full time career which is what this has turned into for me – I haven't had ANY other source of income other than MK for the past 11.5 years & I'm proud to say I am one of those 6-figure income earners I mentioned earlier.

If this is something you're interested in learning more about, go ahead & comment PINK POSSIBILITY CALL (or PP call) in the comments & we'll set up a 3-way phone call with you, me & your beauty consultant & you'll be entered in to win \$100 cash just for giving us your feedback!

So what does it take to get started if this is something you're thinking about?
(show starter kit options)

Okay so now let's rinse off our charcoal mask & move on to the next step of our Miracle Set 3D!

AGE-MINIMIZE 3D NIGHT CREAM (tell them to save the packet & use cleanser + day cream tomorrow morning) **Remind to comment sold.**

TALK ABOUT UPCOMING EVENTS:

Before we move onto our last pampering treatment of the evening... I want to tell you about some INCREDIBLE events we have coming up that you can be a part of! Remember when you book your next appointment, you'll get another ticket entered in to win our \$100 cash giveaway!!!

So as I explain these events, Simply comment with the name of the event & your beauty consultant will be sure to get you added to our guest list so we can mail your free hydrasession or sample packs to try even more goodies from the comfort of your home!

TALK ABOUT UPCOMING EVENTS: Lush hydra session, Tuesday Events, and Winning Wednesday (retinol giveaway)

You can NOMINATE up to 10 friends to receive FREE Pink Pampering Packs for Beauty Sleep Sunday, and you can earn FREE or discounted products from your beauty consultant when you do!!!*

NOMINATIONS(have them drop the nominated friends in the chat, 1 ticket entered in \$100 giveaway)

AGE-MINIMIZE 3D EYE CREAM

Remind to comment sold.

STEALS & DEALS!!! (I deserve It All set sheet)

Cadillac set — Select 5 Sets & Receive: TWO Additional Sets for 25% OFF!
FREE Travel Roll-Up Bag! (\$40-75 FREE depending on which sets you choose!)

Queen set — Select 4 Sets & Receive: ONE Additional Set for 25% OFF! Plus FREE travel roll-up bag! (\$40-75 FREE depending on which sets you choose!)

Princess set — choose 2 sets + Receive: One Additional Set for 25% OFF!

****if you don't want one of these sets but you do want SOME things, you can choose 1 half-price item off of our monthly items for every \$50

***if you want to order some products you don't see in these sets, you can always make up your own sets, too! Simply pick out \$50-70 worth of products & we'll count it as a "set" for you!

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. Host a party? Free or me
 1. explain free product and helping your consultant.
 2. Write FREE if you want to host your own party, write ME if you only want to be invited to other customer events!
 3. **FREE 3 tickets into the giveaway, ME 1 ticket into the giveaway**
3. Become a consultant?
 1. Write MORE INFO in the chat if you want us to send you more info
 2. Or write "PPC" if you want to book a Pink Possibilities call
 3. **3 more entry into the Giveaway for PPC, 1 entry for MORE INFO**

Ask COMMENTS TRACKER to announce our COMMENTS QUEEN & tell everyone to fill out the Google form that will be posted after the party in this group!