

Additions to the Flip Chart

Pg. 1 - Take your hostess packet if you are having a party with \$100 free to party with me flier, and cut out coupons. Present the ones your hostess has won to her in front of everyone as you thank her and explain the perks of having a party!

Pg. 13 – Add in your own WHY story

Pg. 19 – Do Eye Makeup Remover before starting this page

Pg. 21- Add Microdermabrasion in at the bottom of this page

Pg. 31 – Cross out paragraph about microdermabrasion if you are doing it on page 21! Then do a dash out the door look at the end of this page! I prefer Liquid Eyeshadow, Lip Gloss, and Mascara. Suggested wording:

“Even though we are going to do a CUSTOMIZED color look at your follow up appointment, I don’t want you to go home with a naked face! So I’m going to let everyone try a very quick basic color look.” (Show them the basic colors you have picked and then tell them to apply it like they normally would. If they keep asking questions, just tell them they will try it at their color appointment.)

Pg. 31 – Before we wrap this up, I want to play a quick game! Have you ever seen the TV show deal or no deal? We are going to play together tonight, but don’t get too excited, there isn’t millions of dollars in my envelopes! But there is some good stuff in here! So go ahead and pick the luckiest envelope and don’t open it! (Pass out your envelopes) For your follow up appointment where you will get to do a customized glamour look, you have two options on how you can do it! One way is by yourself. The other is with some friends, and you can earn some free product! Earlier, I told you about my hostess program \$100 Free to Party with Me! I’m sure some of you are interested in doing this to earn some of your products for FREE so here is how our game will work! If you notice on the bottom of my hostess flier, it says that you will get an extra special gift for holding a party within the next two weeks. So if you want to share your follow up appointment with some friends and commit to holding a party within the next two weeks, you can go ahead and open the envelope and whatever is inside is what you will receive for your free gift. However, if you don’t want to have a party, then you can’t open it. It’s just like the TV show. So Deal or No Deal? (Have the ones who want to open it and take back the others. The ones who did open will book a specific date during their individual close.)

Pg. 35 – Add these three things on to the bottom!

1. How referrals will help you reach your goal?
2. What you will offer them for referrals? I love doing an extra swag bag if they fill up the whole sheet OR at least a half price item, if they fill it up half way.
3. Tell them you will give them a few minutes to work on this while you clean up.

Pg. 37 – Also I wanted to let you know about my special for my facial appointments. If you purchase 3 sets off the sheet or \$200, you can have the travel roll up bag for half price! OR purchase 5 sets off the sheet or \$300 and you can have the travel roll up bag for free! I’m going to give you a minute to fill out two sections on the back of your profile card. One is your wish list section! This is where you will write down

things that you aren't planning to purchase for yourself today, but if a special someone in your life wanted to gift them to you, you would LOVE to receive them as a gift! If you fill out this section, make sure you have listed someone as a gift giver to you on the front of the profile! The other section is for you to write down what you wanted to go ahead and take home today! Before you fill these out, I want you to do one more thing! (Read Pg. 39 and then let them write)

Pg. 40 – Before reading this page, play the PAID game! Also cross out the part about giving them the color card! Save those for your color appointments!

Suggested wording for PAID game

The final game we are going to play is where I will share a bit with you about some fun reasons why women choose to become involved in our Mary Kay business. To play you need to go ahead and grab your purses. I will give you the first letter of each thing I want to share with you, and the first person to pull out something that starts with that letter will win a ticket or prize.

P – stands for personal growth and potential (share about what you know about these)

A – stands for advance at your own pace (share about what you know about this)

I – income (share about what you know about this)

D – decision (For this, I just want to know what makes more sense for you at this point in your life.

You will write down one of three letters A,B, or C! Here is what each letter stands for:

A- absolutely! Help me get my own business started! I could use the extra money as a side hustle or might even need a whole new career with this!

B- I'm totally bribable! I may not sign up, but you could totally take me for a cup of coffee or a Sonic slushee and tell me more about it!

C- I'm not really interested in extra cash or free cars (GIGGLE). Just more interested in the customer side of things!

Go ahead and write down which one makes more sense in the note section of your profile card.)

At this time, I will meet with each of you individually to answer specific questions and to take any orders if you are wanting to purchase products. Please bring your profile card with you when you come. Who needs to leave first? (Walk to separate area with the first person)

Pg. 43 – Paste these over the long questions for individual close for a condensed one on one.

1. In all honesty, how does your face look and feel to you?
2. Do you have any questions about the products, your skin, or anything we did or didn't go over? (Look over their profile card)
3. So what did you find that you can't live without? (Get quiet, grab a receipt, and wait for answers. Also look at their answers about which sets they wanted on the back of the profile. Keep making suggestions until they say no three times. Ex: Would you like a brush to put that foundation on with? No =1 NO Go ahead and exchange money.)
4. When would be a good time to book your glamour appointment? (Pull out your datebook and go ahead and book the appointment. ☺ Ask if they would like to do it by themselves or friends and free? Give them a hostess packet if they choose friends and free.
5. See if they wrote down A, B, or C. If they wrote down A, see if you can sign them up right then. If they wrote B or C, see if you can practice sharing your team building flier with them. Book a coffee or phone date in the next few days to do that.