



SHOW ON THE GO!

Hostess sends out 40-50 postcard invitations.

Time length: 1 hour

As each guest arrives, do Satin Hands with them.

Fill out the customer profile.

Hand them 2 raffle tickets.

Do Satin Lips with them.

Introduction: Thank you all for coming tonight! What we are going to do now is have each of you introduce yourself. Tell your name and is there anything on your face you would like to change?

****Puffiness – Endulge**

****Dark circles – Lumineyes**

****Acne – Acne gel**

****Discoloration – spot solution/concealer foundation**

****Wrinkles & lines – Day & Night solutions.**

My name is _____, and I am an independent beauty consultant with Mary Kay Incorporated. I want to tell you a little bit about the products and company you will be working with tonight! First of all, let me tell you that the raffle tickets are for you to ask me anything about the business aspect of my career during the hour that I will be here. When you ask me a question about my business, your name will go in a drawing for this fabulous prize! (extra PCP gift or whatever you want to give away!) Now, it can't be a question about skin care or color cosmetics or fragrance, only the business aspect of my career. O.k? Great!! Now, you know ladies, I could stand here all day and tell you how much I love these products and how much 1000's of other women do to all across America and all over the world, but what I want you to do today is I want you to be the judge. I want you to compare them to what you are currently using

and see if this is something you would enjoy using for yourself! I want you to know a couple of things before we get started o.k.? Here goes:

1. You were invited here and I want you to know that you are at no obligation to purchase a thing.
2. 100% guarantee
3. Try before you buy.
4. On-the-spot delivery.
5. The different ways to get your Mary Kay products. Mastercard, Visa, Discover, Cash, Personal Check or the "He'll never know" or the "Husband Unawareness" plan. A little cash, a little check, a little M/C, a little Visa!

Now, let's get started!

Show the TimeWise Cleanser. You can try it on the back of your hand or the throat area, whichever you prefer. Tell what it does: Cleanses, Exfoliates, Freshens, tones and tightens all in one easy step! It also has anti-aging properties in it.

Show the TimeWise Moisturizer. You can try it on the back of your hand or the throat area, whichever you prefer. Tell what it does: It is different than any of our other moisturizers, and every other on the market today in that it continues to hydrate the skin for up to 10 hours during the day without any oil! It is completely oil-free so it never feels heavy on the skin!

Now address anything they would like to change: For instance, you could say, "Suzy, you mentioned that you are really concerned about some of the fine lines that are starting to appear. You know, with our TimeWise system and the Day & Night Solution (lift it up as you talk about it) it would be exactly what your skin needs! Only address the concerns that were expressed during the introduction of the evening.

Now what we are going to do is have fun with a little color! Hand them a custom compact with a colorselect look card with all the samples on it, and 2 sponge tip applicators (eyes & lips) and a cotton ball (cheek color). Now you say to them, "Here is a color collection for you to try this evening, in fact, our colors are made with such a GREAT formula, they will cover up any other brand! So you just go ahead and put them on. (No, there are no pencils used.)

Open the beauty book to page 14 with the sets in the back.

Here are the different sets that we offer in Mary Kay. (Go through each set, TimeWise \$49, Day & Night \$50 etc) When you get to the Vitamins, Grab the box and pull it to you real fast!!! And say, "Now these, THESE are not for everyone. If you are a woman who has TOTAL peace and tranquility, has no where to go from here or tomorrow, or the next day – then these are not for you. However, if you are a woman who lives life to it's fullest, you are on the go with events for your children, coming and going, going and coming, arriving at home only for a short while to get dinner quick and leave again, a church function, etc. And you feel like maybe you don't get all the vitamins you should, and maybe you might have a little bit of stress in your life, then these are for you!!! The vitamin B complex in these vitamins are formulated to help women do all the things they want to do!

Now, here's how you can purchase your Mary Kay products:

See the sets? Great – You can purchase 2 sets, and receive one at ½ price. Purchase 3 sets and receive one FREE! Purchase 5 sets and you will receive the Day Spa set (Satin Hands & Visible Action Skin Revealing lotion) for FREE, and a choice of a fragrance – FREE, plus

You will receive a gift on your birthday!

(Hand out sales tickets)

Now, before you start writing up your purchases, I want to share with you something that's really important! Whatever you purchase today, you will receive ½ of it in FREE product when you hostess one of these "On-the-Go-Shows" with 10 people and hold it within the next 30 days! So keep that in mind when you make your purchases today! Also, this is your last chance to ask me anything about my business because we are going to have the drawing from the raffle tickets! (Then draw for that prize)

O.K. Ladies, I will give you 10 minutes to make your products selections and we will draw from the sales tickets for another great prize! I'm going to clean up and when I'm done, we will draw from the sales tickets to see who is going to take home this wonderful gift!

Now, when you get their orders, ask them if they can wait 5 minutes while you go get their product out of your car, or would they prefer to have it mailed or delivered at work etc. You are out of there in 1 hour!!

