

Mona Butters' Skin Care Class Opening

- Preparation
- *Have the MRSQCAB pictures laminated on 5x7 cards.
 - *Have a roll up packed for every guest.
 - *The closing sheets in plastic page protectors and coupon books for everyone
 - *Beauty Books by each tray.

Hello my name is _____. I am so excited to be here today. Thanks so much to our beautiful Hostess _____ who has graciously invited us into her home. I'd love to get to know you. Please tell me your name, how you know the hostess and what you do for a living.

Tell your "I" Story as you present the MRSQCAB

M-Money	Crisp Dollar Bill
R-Recognition	Prizes from prize brochure
S-Self Esteem	Before and after picture of you
G-Girlfriends	Fun pictures with Mary Kay friends
C-Car	Vibe or Pink Cadillac
A-Advancement	Brief Case
B-Be your own boss/Flexibility	Office in your home

We're proud our founder, Mary Kay Ash. Not only did she live the philosophy of God, Family, Career she encouraged us to live our lives in that order. The mission statement for our Company is to "enrich the lives of Women everywhere", including all 36 foreign countries. She is considered the female entrepreneur of the 20th Century.

We are also proud of the fact that for 11 consecutive years Mary Kay has been the #1 Selling Brand of Skin Care in the United States. Therefore, you will be trying products unlike any other on the current market. Our Company has brought the fields of dermatology and cosmetology together and have developed the patented TimeWise Products which you will be trying today. Clinical test have shown that after 8 weeks of continued use of the Miracle Set, 155% increase in skin softness, and 91% improvement in skin smoothness and 48% reduction in appearance of fine lines and wrinkles.

Simple Solutions-Dramatic Results

Our product has a 100% money back guarantee, so today you can try it, buy it and if you are not totally satisfied return it for other formulas or your money back. We under-promise and over-deliver.

We will also be doing a quick color makeover with neutral colors. How many of you would like to learn more beauty tips for lips, eyes and cheeks? (Have them raise their hands). In the middle of the table are seasonal fabulous looks that can be used at your personal color makeover. _____ is wearing the _____ look. Go ahead and select one now and when we have our personal time we can select your date. Keep in mind at your personal consultation away from the table we will finish your paper work and schedule your personal color make over.

Okay! Ready Set, GO!!!

**Right Track
Welcome Packet**

