**­­­­­­Consultant Virtual 3D Party Ou­­tline-**

Welcome to **The Beauty Bar** - We are going to get started right at \_\_\_\_

In the comments, **Post** where you are from & **TAG** your consultant. We have consultants tuning in today from all over the country!

What you will need **(show event guide)**

- a wet wash cloth or two

- all your samples (scissors)

- access to water

- favorite Beverage

We are going to be doing a **ONTIME** drawing so please drop in the comments below #**LIVE** if you are watching our live broadcast. If you are in a replay, also drop in the comments #**REPLAY** for a monthly drawing.

Also, if you are watching the replay - there are steps listed on the back of the event guide that walks you through step by step on how to use the supplements that you received

**Let’s Go ahead and get Started - WELCOME!**

**We have 3 different Categories of women who are tuning in for our live event tonight.**

1. You were asked to be a part of our online test panel to provide feedback of our Virtual beauty experience option and if that is you, I just want to say thank you. This is a new experience for us and your feedback matters as we work to perfect this virtual option for women
2. Your beauty consultant asked you to be a part of this event tonight to support her and her goals as we work to close out our fiscal year end close out on June 30th. So, I just want to personally thank you for supporting her small business. When you support a small business you really are supporting a dream.
3. You are a guest of a brand-new business owner and you are here to celebrate her new adventure!!!

Before we jump in, I’m going to share with you just little bit about me!

- Your name & how long you have been building your business

- Why you said YES to Mary Kay - Your favorite thing about what you do

- About your family (married, kids, where you live... etc.)

**WHAT TO EXPECT!**

* I am going to share with you how fun it can be to come together in this format.
* You will learn about the fabulous MK products and how to care for your skin.
* Discover amazing facts and fall in love with the Mary Kay Co.
* I will be walking you through your skincare treatments tonight. You should have received a beauty bag that looks like this (hold up)
* We will be doing a masking treatment on one half of the face and on the other side we will be exfoliating. This is to give you the opportunity to try both treatments at the same time. You were given a 3/5-day supply to use over the next couple of days.
* I’m going to be sharing 5 fun facts about MK along with some of my favorite beauty hacks and skin care tips
* We have some fun giveaways so make sure to stay with us for the whole program. Comment, engage and have fun with me (show prizes)
* At the end, we will go over some of our deals, give you the opportunity to shop if you want and I’ll even share with you how you can join our team and save money.
* VIP GOOGLE DOC

ON TIME DRAWING WINNER

**5 Facts about Mary Kay -**

1. Our Business was started in 1963 from Mary Kay Ash herself! One thing I love about the Mary Kay Story is that Mary Kay Ash, after years in corporate America, retired and wrote a book to help women in the world of business. That book ended up being her business marketing plan. Mary Kay Ash knew her Marketing plan before she knew of the product that she was going to share with others.

2. Top 5 Global beauty brand. We are a Global leader in the skin care and color cosmetic industry. Just last year the beauty industry grew by 13 BILLION Dollars in total sales worldwide, of that 13 BILLION Mary Kay contributed to 4 billion of those sales! We are not only leaders in the beauty industry, but we also lead out front in technology and enhanced ingredients

3. Charitable foundation, we do not just make great products... we love making an impact with Mary Kay by giving a portion every product that you have ever seen, donated directly to our charitable foundation.

WE SUPPORT TWO CAUSES

A- Research of Cancers effecting women

B- Fighting against domestic Violence in our country.

Mary Kay has donated over 70 million to those two causes over the past 10 years. So, know that when you choose Mary Kay… you are making a difference

4. Mary Kay is an environmentally friendly company. Who else loves a good, clean healthy product? Anyone? All of Mary Kay’s products are 100% recyclable. I love our worldwide recycling program and being connected to a company that loves giving back and making an impact in more ways than one. Mary Kay is also cruelty free and has never tested on animals…in fact weand all our packaging peanuts are made from potato and corn starch.

5. Mary Kay Ash built a company that was created and designed for women. She also built this company around her philosophies and beliefs and believe in working her business, in THIS exact order. God first, family second & career third and wanted to be known for building a company that praised women to success.

DROP IN THE COMMENTS - what was your favorite fact that you just heard?

BEAUTY HACK #1: Always Wash your face twice a day

* Your skin ages 7-10 days every time you go to sleep with makeup on. Shocking news, right?
* Also, only 20% of the natural aging process comes from your genes the other 80% is preventable. It matters that your washing morning & night, and it matters that your using a yummy, good for you, product that is going to protect and defend your skin from toxins in the air

Beauty Hack #2: Use cleansing Brush morning/night

* Removes Dirt, oil & makeup 85% better than washing your face by hand or with a washcloth
* Electric toothbrush for your face
* Removes dead skin cells, cleans out pores, helps with evening out skin tone and helps with acne & Occasional breakouts

**START FACIAL**

**STEP 1:**

Eye Makeup remover

Show mini and show full sized bottle

Oil free, silicone base, great for those with sensitive eyes. Shampoo & conditioner for the eye area.

**STEP 2:**

Cleanser - show cleanser packet & Full-sized bottle

* 4/5-month supply.
* Cleanse, lightly exfoliate, cleaning out the pores of all dirt and oil.
* Eco Friendly beads infused with toner + VIT B 3

QUIZ QUESTION

What DECADE was our Company founded?

BEAUTY HACK #3: Make Masking apart of your weekly skincare routine.

* Most associate masking as occasional pampering
* Masking is important for detoxing & hydrating the skin
* Detoxing masks will help flush out the bad bacteria built up in your pores
* Hydrating masks help to nourish and balance out your skin moisture levels so that your skin is not left-over producing oil or not producing enough from lack of hydration

BEAUTY HACK #4: Always use a Masking applicator to apply your masking treatments.

* Recommended is a silicon brush
* Doesn’t hold moisture and bacteria
* Easy to clean
* **WHY BRUSH?** We add extra dirt, oil & bacteria when applying with our hands that will cause our pores to become clogged. Always apply your masking treatments to a clean washed face with a clean applicator.

**STEP 3: ON ONE HALF OF FACE**

-Feature Charcoal Mask

* Activated Charcoal
* SPA grade Clay
* Hyperpigmentation and uneven skin tones, acne & occasional breakouts
* Infused with Navy bean, peppermint, rosemary & honeysuckle

- Feature Hydrating gel mask

* Locks in Moisture to reduce the appearance of fine lines & wrinkles
* Helps balance out skin’s moisture levels
* Formulated with plant-based ingredients and antioxidants

While Charcoal mask is sitting - 4 Main reasons people say yes to MK

1. **Highest profit Margins** in the direct selling industry - 50%. We make half of everything we sell. On average most beauty consultants are averaging $50-$100 an hour!

2. **Freedom/Flexibility** - design your own business. I found a lot of flexibility in the business to design it to look like what I needed it to be for me, sprinkling it in here and there. We have beauty consultants on our team who work MK once/twice a year, once/twice a week and some once/twice a month. You customize Mary Kay what you need it to be for you!

3. **Advancement** - you promote yourself on your own terms. Truth is when you work for someone else... they tell you when they feel that you are ready for a promotion or that pay raise… in Mary Kay you the decision when you and your family want or need more.

4. **Shop at discount** – half price on all skin care and color cosmetic, no strings attached. – Romance PINK PRIME! Scroll, shop, add to cart… checkout!

Drop in the comments what appealed to you the most?

**PRIZE GIVE AWAY. 1963**

BEAUTY HACK #5

**Exfoliate Twice a week.** It is a SUPER important part of preventing and treating acne and inflamed pores. Exfoliating helps get rid of those dead skin cells and helps prevent bacteria, sweat, and dirt from getting stuck underneath the skin's surface.

**STEP 4: Other Half of face**

**MICRODERM REFINE**

* deep exfoliator
* large pores, breakouts, blackheads
* going to remove 3-5 layers of dead skin

Wash off everything off with washcloth

**STEP 5: ALL OVER THE FACE**

Pore Minimizer

* Infused with Soy bean & Fruit extract which are known for it calming properties to nourish your skin back to health!
* Shrinks the size of your pores
* Botanical extracts are going to help reduces any red undertones

POP QUIZ: What Kind of Car is Mary Kay known for & what color?

**Step 6: Back of the hand**

Day Cream/Oil free moisturizer

* SPF 30
* Infused with B3 which is an ingredient known for its brightening user power
* Super infused with antioxidants one of those ingredients being **nopal cactus** which helps to balance out your skin moisture levels!

**STEP 7: All over Face**

Night Cream

* feels delicious
* RES-VERATROL (Botox in a bottle/ Spanks for your face)
* High quality ingredient with HIGH IMPACT!
* Protects your skin cells from free radicals in the air

BEAUTY HACK #6

Keep your eye cream in the refrigerator, it takes down puffiness and swelling faster

**Step 8:**

Eye Cream

* no muscle structure around your eyes
* Puffiness, swelling, cup of coffee for your eye
* lifts, brightens, tightens
* The pores around your eyes are too small around your eyes to absorb normal moisturize

Prize Giveaway - THE ICONIC PINK CADILLAC

- Did you know that Mary Kay has 5 Cars that you can Earn?

- Mary Kay pays for 87% of everything, Tax, title, tag, car insurance with the option to take cash compensation and you get a new car every two years.

BOOK SECOND APT:

As one of our online participants for being live with us today, you earned a Virtual Makeover. Who could use an expert foundation matching and a new lip color or mascara for spring & summer? - we have you covered! There is two ways you can redeem your virtual makeover.

1. Alone / with you and your beauty consultant

2. OR you can share your online experience with 3 or more of your girlfriends and shop with a $40 gift card at your next appointments

DROP IN THE COMMENTS #BOOK ME If you want to redeem your virtual makeover.

Share Marketing sheet / Starter Kit options

- Work from wifi

- In person appointments

- on the go, website

- Virtually

- face to face.

- YOU choose how you want to work.

**There’s 3 ways that you can Join our team**

(share what comes with each option)

- $30

- $100

- $130

Today’s Specials

* Put a heart next to all the items that you would love to have a part of your wish list. These are the item that you want your beauty consultant to stay in touch with you about!
* Circle the items that you would love to put in your bathroom today if you could.

Our Job is to help you receive the products that you loved the most and your beauty consultant can work out plan that works best for you!

FEEDBACK FOR A FREEBIE!

**QUESTION ONE**

What are you putting in your new skincare routine today?

A. One of the sets on the sheet

B. à la carte, send me a virtual catalog and I will make my selection.

C. I’m not interested in buying today.

**QUESTION TWO**

* Would you be willing to help you consultant with her MK business by being a tribe leader and hosting your own beauty sesh?
* ­­­­­Would you be willing to help your consultant with her training and or her goal by hearing just a little bit more about the Mary Kay Culture & business opportunity?

A. Yes

B. No

C. Maybe