

Let's talk about your skin!

SAY: *What we will be doing in the next 30 minutes will only take a few minutes in the morning and evening. It will take a little longer today because I'm going to teach you how!*

As we get older, our skins starts to show damage caused by the sun, the environment and previous skin care routines. Women may start to become concerned with or are experiencing advanced signs of aging and want the latest and greatest in skin care advancements, or may want to go above and beyond what her current skin care offers.

*So Mary Kay came up with an **advanced line of skin care** with a **breakthrough VOLU-FIRM COMPLEX** that has all the basic steps of taking care of your skin, PLUS anti-aging, infused into one line to do more in less steps!*

SAY: *Are you excited to pamper your skin with the best skin care available?*

Put your headbands on!

Let's start with eye makeup remover! A good eye make-up remover:

1. Removes residue
2. Does not age your eyes like rubbing will
3. Has conditioners and limits lash breakage to help your lashes to grow longer

Now I'm going to take you through the steps of skin care, starting with our Time-Wise Repair Volu-Firm Cleanser.

This moisture-rich foaming cleanser, thoroughly cleanses and renews skin texture, leaving pores looking less noticeable.

- First, unfold your disposable washcloth and put it on your lap. Then, use your finger tips to wet your face. Next, put the cleanser on your fingers and apply the cleanser to your face, avoiding the eye area. When you're finished, place your entire washcloth in your bowl so that it is completely wet, wring it out and remove the cleanser with the washcloth.
- *As you apply this foaming cleanser, it thoroughly cleanses and renews skin radiance, maintains moisture balance, and leaves skin feeling supple and pampered.*

You can always try another formula at your **check up appointment!**

Next we'll apply the Volu-Firm Lifting Serum.

Apply this in upward and outward strokes!

- This product is applied before the moisturizers both morning and night.
- It visibly helps firm and lift skin.
- Targets skin resilience.
- Restores skin suppleness.
- Restores youthful volume and vibrancy so skin appears tighter.
- Softens the look of lines, wrinkles and crepiness in the neck area.
- And immediately increases skin moisture by 61%.

Now we're going to apply eye cream.

This is our TimeWise Repair Eye Renewal Cream!

- Apply with your ring fingers; pat; applying to the entire eye area
- This eye cream does it all!
- It targets deep lines, wrinkles and sagging skin.
- Targets under-eye bags, puffiness and dark circles.
- Targets crepiness and dry skin by increases moisture for 12 hours.
- Has a unique ZAMAC applicator tip!
- Use morning and night
- You can try other eye creams at your **check-up appointment!**

Next we are going to apply Moisturizer.

This is our TimeWise Repair Volu-Firm Day Cream with SPF 30.

- Apply all over the face.
- This moisturizing cream is formulated to help minimize skin reaction to external irritants.
- Restores skin's youthful cushion and helps skin tone appear more even.
- A lack of firmness is caused, in part, by the loss of moisture - the TimeWise Repair Day Cream increases skin moisture for 12 hours!
- It contains a broad spectrum SPF to protect against UVA/UVB damage.
- If this doesn't feel perfect, you can try another formula at your **check-up appointment**
- Remember to wash off SPF products at night!

Now I am going to show you how the high-tech airless pump works with our TimeWise Repair Day and Night Creams. (SHOW them how to dispense some of the night cream in the well of the container)

This is our TimeWise Repair Volu-Firm Night Treatment with Retinol

- Apply to the back of your hand.
- Reduces the appearance of deep lines and wrinkles.
- Helps reveal radiant-looking skin and skin tone appears more even.
- Helps neck area look noticeably smoother.
- Increases moisture for 12 hours!
- Retinol helps improve advance signs of aging.
- Retinol may increase your skin's sensitivity to the sun and the possibility of sun-burn, so be sure to wash it off ever morning!

Now we'll apply foundation!

- **Foundation** is the final step in any good skin care routine. It helps protect your skin from the environment, and evens skin tone and covers flaws for a healthy, glowing look.
- **Instruct applying foundation**
 - *Now you're going to apply the foundation. Start at the center of your face, applying the foundation on your cheeks and forehead. Finish by blending outward.*
- Mary Kay offers several types of foundation in a wide range of shades so you can get the flawless look you want.
- You can try other formulas at your **check up appointment.**

SAY: *Let's review what is on your face so far:*

In the morning: you cleanse, apply the lifting serum and eye cream. Finish with the Day Cream.

At night: you cleanse, apply the lifting serum and eye cream. Finish with the Night Treatment.

Why is it called the Repair Set?

The Repair Set not only does your basic steps, but it is specifically formulated to target advance signs of aging, helping repair and reverse these signs. It also completely removes the need for ANY extra anti-aging supplements! It is an all-inclusive set!

The TimeWise Repair Volu-Firm Set was tested with an outside panel of Dermatologists, and in a 12-week independent clinical study, these were the results:

- 86% had a decrease in the appearance of average wrinkle length
- 81% had a decrease in the appearance of average wrinkle width
- 91% had less noticeable deep lines and wrinkles
- 86% had skin that looked lifted
- 98% had less under-eye puffiness
- 93% had more even-toned skin
- 93% had a significant improvement in overall appearance

The Volu-Firm Complex is a perfect union of three, vital to skin recovery, ingredients that is in every Repair line product formula. There is a *specialized (biomimetic) peptide* that helps support processes critical for skin repair, a *skin volume-supporting peptide (hyaluronic acid booster)* that helps provide youthful skin volume and lift, and *plant stem cells* that help protect the integrity of the skin matrix, which is the source of skin firmness.

The Repair Set also has the GOOD HOUSEKEEPING SEAL OF APPROVAL

- That means Good Housekeeping tested the TimeWise Repair Set and found the same results!
- In Mary Kay, we would always refund you if you didn't love your results, but now we don't have to—if used as directed, Good Housekeeping will refund you if you do not receive these benefits!