

Table Close

I'm glad you came, I hope you enjoyed yourself. Let's take out our hair bands and fluff our hair. I know some of you aren't used to wearing some of the colors you have on (brighter lips or vibrant eye colors) or aren't used to wearing eye colors in general. Let's go around the table and share what we like about the Looks of others, sometimes it's easier to hear what others think than to look in the mirror ourselves.

When it's their turn...Would you be willing to share what you learned or what surprised you the most about your pamper session?

I'm sure as you were being pampered you were thinking of a friend, family member or neighbor that you thought might really enjoy this special time. Or someone that's going through a tough time and could just use a little pick me up. As I have shared before, we are about helping other woman, encouraging and empowering one another. When you get together for your follow up facial, you can invite them to join you and earn a discount or free products. I know we talked about the 2nd facial a lot, it is very important. It helps us follow up on your skin, your likes, your concerns, sharing new areas of interest you'd like to work on as well as enjoy some fun advanced glamour techniques.

There are usually 2 questions on everyone's mind...How much does it cost and how long do I have to wait to begin using it. Good news, you can begin using the products today, there will rarely be a time you will need to reorder a product and I can't have it to you within a day or two and if I have packed correctly, you can walk away with whatever you'd like to take home with you.

Let's quickly recap what we used and go over the products in terms of sets and that's easily shown in this fabulous Travel Roll Up bag. You see there is a hook that can be used on the back of your bathroom door or towel bar to keep all your products close and handy, or you can roll it up neatly and stash it under your sink when you don't need it. So when you are traveling it won't take you forever to pack up your products and ultimately leave something at home. Each pocket comes off easily with the Velcro strips. So if you are running to the gym and then to work or out with friends, take whatever pockets you need and throw them in your gym bag. It has a sleek wash off surface, its luscious and who doesn't love to

be organized, especially when its cute and easy! This has everything you need for the healthy and beautiful skin you deserve.

In the first pocket is your TW Miracle Set that you tried today. The Cleanser, Day/Night solution, Moisturizer \$95, add your foundation \$115-117 depending on whether you choose the CC Cream or Matte/Luminous Foundation. Purchasing the set there is a \$13 savings. The Second Pocket has the fabulous addition of the Micro Dermabrasion Plus Pore Minimizer and the TW Firming Eye Cream which added to the first pocket is what we call our Ultimate Miracle Set \$204. For those that wish to add the Radiance Facial Peel its \$ 65.00. The Third pocket has the amazing Oil Free Eye Make-Up Remover, Intensity Mascara, blush, lip pencil and lipstick for \$72.00. An easy quick dash out the door look.

Lastly in the Fourth pocket we have the incredible Satin Hands Set and Satin Lips that we tried at the beginning of class. Those Combined are \$58.

If you purchased the entire Collection shown here the total would be \$334, however today It's \$299, plus you will receive the Travel Roll Up bag for FREE which retails for \$35.00 and at your follow up facial when you invite 3 friends you'll also receive an additional \$40 in FREE product added to my hostess plan! When you purchase \$199 worth of sets/products you receive the Travel Roll up bag for FREE. When you start with a Basic Set, the Cleanser, Moisturizer, foundation, mascara and lipstick \$99 you can purchase the Travel Roll Bag at half price.

With that said, I want to share with you that many woman buy their products here and there...the grocery store, beauty store, other pieces picked up at Walmart or Target. This is what I affectionately call a Hodge Podge. And many quickly become discouraged because what they were expecting doesn't happen. That's because all those different brands weren't scientifically formulated to work together and therefore don't produce the results women want. We tend to spend more money on our hair and clothes than we do on our skin. In 5 years, I probably won't be wearing this outfit and my hair will most likely be different...possibly a different color, however, I will still have this (and I touch my face).

Do me a quick favor and close your eyes. Picture your closet and that last outfit you bought for a special occasion, the shoes that went with it, the jewelry and possibly even the cute small purse so you didn't have to take the All The

Everything bag that sooo didn't go with the Look you were going for :o). Think about how much it all cost. Now, Open your eyes...was it \$100, 200, 300 plus? And how many times did you wear that in the last year...how many times will you wear that in the next 12 months? So, let's put that in perspective of our skin, which we have every day...for the rest of our lives. Seems a much smaller price to pay to receive the results we're looking for. Smoother, brighter and more even skin tone that will last a lifetime.

Before we step away from the table and meet for our individual close, I'd like to mention a few things and ask a couple of questions.

When you purchase MK, you are not only supporting a woman with her own business, you get ME as your personal consultant, that basically means I'll remember everything you use, be willing to deliver your products in amazing time, if you have an important event coming up, I'll help you with a new glamour look...especially if it's formal and not something you'd wear every day. I'll contact you as often as you'd like, I won't bug you, but I do want to take care of your needs so you can let me know how often to contact you to see if you are running low on anything...every 6-8 weeks, 10 weeks, whatever your preference.

If you'd turn your profile over for me,

At your follow up facial is there something you'd like to learn that we didn't cover today? Please jot that down. You can always write the names of those friends, neighbors or family members you thought of that would love some pamper time.

Through our time together I covered a few areas of the MK business opportunity and my most favorite, the MK Ash Foundation. We are so much more than a company that sells lipstick, let me take a minute and reiterated that MK's mission has always been to empower women. To own your own business that can provide for you and your family. The Foundation both gives millions of dollars to help with women's cancer research, but also helps through grants to Women's Shelters to help stop domestic violence and teen dating violence. There is a pilot program in Dallas that helps educate the youth, both boys and girls. When we can empower women with the information and skills to value themselves, it gives them confidence and in turn can open the world to her and her future. When we value ourselves...others will follow suit. Women's shelters around the country can

apply for a grant and receive up to \$10k. I am so very grateful to be a part of a company that wants to Empower Women.

So, with that said, let's quickly go over the ABC's...on your flipped over profile sheet, please write:

A – Absolutely, sign me up, I'm ready to start my business

B – Please buy me a cup of coffee, I'd like to hear a little more

C – I'm happy to be a loyal Client and will keep in mind your opportunity...If I think of someone that is looking for a new opportunity, or know of someone that has more money than money I'll pass on your name.

If they come into the company and begin working their business, I'll give you a \$50 product certificate as my thank you.

Thank you again for coming, whoever would like to meet first...