

# 27

ways to say...

## "FOLLOW-UP FACIAL"

By: Jennifer Beisel

- 1) This is your 1<sup>st</sup> of MANY FREE facials you will receive from me now that I am your very own Consultant! We can get together for a "FOLLOW-UP FACIAL" whether you want to have some girl time or if you have an event you want to look extra special for!
- 2) Isn't this Tote Bag (hostess gift) just adorable! You will receive one of your very own just for getting some friends together at your "FOLLOW-UP FACIAL".
- 3) I am so excited for this evening – all of you are "women of your word" – so because of this, your friend Susie (hostess) will be getting some FREE product from me! I will share with you later how you can earn some FREE product at YOUR "FOLLOW-UP FACIAL". Isn't that exciting?!
- 4) Tonight, our Hostess Susie will be getting a customized glamour Color 101 Look that she is really excited to try...So at your "FOLLOW-UP FACIAL", not only will you be getting your FREE product – but you will be the one who gets pampered and the customized glamour look that fits you perfectly!
- 5) We have 2 formulas of our Best Selling Skin Care. If tonight you realize that you have combination skin instead of normal skin, for example – we will try the other formula at your "FOLLOW-UP FACIAL".
- 6) We have a new Microdermabrasion Set – that truly is AMAZING. For the sake of time, we won't be trying that tonight – but we will most definitely let you experience this incredible product at your "FOLLOW-UP FACIAL".
- 7) Who here LOVES Spa Products? At your "FOLLOW-UP FACIAL" I would love to have you sample any or all of our beautiful, fresh and moisturizing products from our Spa Line.
- 8) Unfortunately I will not be able to show you ALL of our incredible products tonight – but Mary Kay was created with the "try it before you buy it" philosophy – so at your "FOLLOW-UP FACIAL" you can try all of the products that are suited for you and your skin type!
- 9) We have a great selection of foundations to match EVERY skin tone. If for some reason when you get home or are out in the natural light and your foundation isn't quite right, I will be happy to switch it out for you at your "FOLLOW-UP FACIAL".
- 10) I hope you love all of the makeup colors you try tonight – but if they just aren't for you we can spend some more time on them at your "FOLLOW-UP FACIAL".
- 11) We have 3 different types of mascaras – if the Endless Performance Mascara that we are going to be using tonight isn't right for you – we can try the others at your "FOLLOW-UP FACIAL".
- 12) Who here loves LIPSTICK? Well, to be honest, I used to HATE lipstick until Mary Kay...because I never found a color that suited my skin tone! We have a beautiful selection of lipsticks – and now I don't just have just 1 lipstick I love, I have 10 because I got to try them ALL. At your "FOLLOW-UP FACIAL" we can experiment and find which colors are the best for you!
- 13) Also, we have the best nail polish! With our base coat, top coat and of course our fun and classic colors – they stay put for weeks! At your "FOLLOW-UP FACIAL" you can try these as well!
- 14) Besides all of our amazing products for women, we also have selection of products and colognes especially for our men. If you are interested in these – I will bring them along with me when we get together for your "FOLLOW-UP FACIAL".

- 15) All of our products make such great gifts! At your **"FOLLOW-UP FACIAL"** I can bring some examples of our gift sets!
- 16) I am so excited about our new LIP GLOSS shades. At your **"FOLLOW-UP FACIAL"** I can show the difference a little gloss makes!
- 17) I have studied with our very own professional make-up artist, Robert Jones. This is his book on makeup techniques. At your **"FOLLOW-UP FACIAL"** if you are interested – we can play around with some of his "tricks of the trade" – including contouring.
- 18) We have 8 eyeliner colors – all of which really are stunning. At your **"FOLLOW-UP FACIAL"** we can try the one that works and looks best for you and your eye color.
- 19) Blush can either make or break your look! Not only is it important to apply it correctly – but you must also use a shade that is complimentary to your skin. If the color tonight isn't working for you we can correct that at your **"FOLLOW-UP FACIAL"**.
- 20) Eye shadows are my FAVORITE glamour item! They really can change up your look! At your **"FOLLOW-UP FACIAL"** we can try not only a good "every day look" – but I can show you how to turn it into a stunning evening look!
- 21) There are so many types of classes – from Spa to Lips and Tips to Holiday Specials! Your **"FOLLOW-UP FACIAL"** can be anything of these or whatever you would want to learn more about!
- 22) I have seen first hand what this company can do – I am so excited to share the information to anyone who is interested in hearing more about it. After the class and of course at your **"FOLLOW-UP FACIAL"** I will be happy to go over any questions you may have about this amazing opportunity.
- 23) This gorgeous Brush Set that Susie (hostess) is using tonight is something you could earn for FREE at your **"FOLLOW-UP FACIAL"**.
- 24) Mary Kay not only is the #1 Best Selling Skin Care and Color Cosmetics – but we also have a large selection of very popular perfumes. At your **"FOLLOW-UP FACIAL"** you can try any of them you wish. Some of which all have Shower Gels as well.
- 25) A lot of people are interested in masks. We actually have 3 different masks suitable for your skin type. If you would like to try one, you may do so at your **"FOLLOW-UP FACIAL"**.
- 26) Besides our TimeWise Miracle Set, we actually have 2 other Skin Care Regimes – our Classic Skin Care, a 5-step program and Velocity, which is for teens. At your **"FOLLOW-UP FACIAL"** we can discuss these further if you have any questions.
- 27) We have some of the best Oil Control and Acne Treatment products on the market. Our Oil Mattifier, Acne Treatment Gel and Beauty Blotters are big sellers. At your **"FOLLOW-UP FACIAL"** you can try them first hand to see the immediate results they produce.