

*glow facial*



WELCOME TO OUR

*glow facial!*



Welcome everyone! Today we're going to try a skincare treatment that we call a Glow Facial. This product regimen was inspired by the "Glass Skin" trend. Who has heard about it or seen it on social media?

We will use our TimeWise Volu-Firm Repair advanced anti-aging skincare, a Glycolic Acid Facial Peel for deep exfoliation and a Moisture Renewal Gel Mask for supreme hydration. Sounds luxurious, right?! I can't wait for you to experience how amazing your face will feel!

You will also have the opportunity to give this treatment as a gift to any woman you know who deserves this level of pampering. Plus, I'll be sharing a little bit about what it's like to start a Mary Kay business. Mary Kay always said that at every appointment there's at least one new beauty consultant waiting to be discovered, so watch what I do today. Who knows, that just might be you!



Let's get to know each other before we get started. Tell us your name, what you do for work, and one thing you'd like to improve about your skin.

Now, let me introduce you to the company behind this best-selling, award-winning product you're about to try.

Does anyone want to take a guess how many years Mary Kay has been in business?

It was founded by one of the greatest female entrepreneurs in American history. Her name was Mary Kay Ash. She started this business with a dream in her heart and a goal in mind. She wanted to enrich women's lives with an opportunity where they can work from home, achieve financial success, and keep their priorities in the order of: God first, family second and career third.

Fast forward to today, over 60 years later, Mary Kay is still family-owned and run by her grandson, Ryan Rogers. I'm proud to share that Mary Kay is the #1 direct selling brand of skin care and color cosmetics in the world. I'm sure you're excited to see why, so let's get into the products.

*Oil-Free Eye  
Makeup Remover*

*Micellar Water*



MICELLAR WATER  
EAU MICELLAIRE  
AGUA MICELAR  
5 FL. OZ. / 147 ml

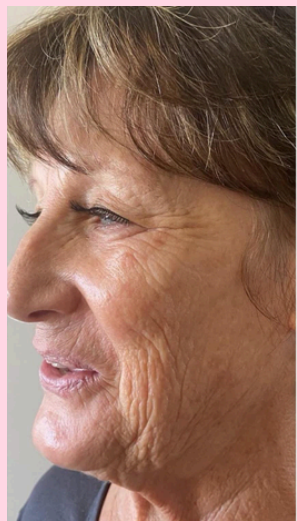
MARY KAY

OIL-FREE  
EYE MAKEUP  
REMOVER  
LOCIÓN  
DESMAQUILLANTE  
DE OJOS LIBRE  
DE ACEITE  
DÉMAQUILLANT  
SANS HUILE  
POUR LES YEUX  
3.75 FL. OZ. / 110 ml

MARY KAY

First, let's start by removing makeup and impurities. Use the Oil-Free Eye Makeup Remover on a cotton round to gently wipe away your eye makeup.

Next, use the Micellar Water on a cotton round to remove impurities on the skin such as makeup, dirt, residue and sunscreen.



VOLU-FIRM REPAIR

Foaming  
Cleanser

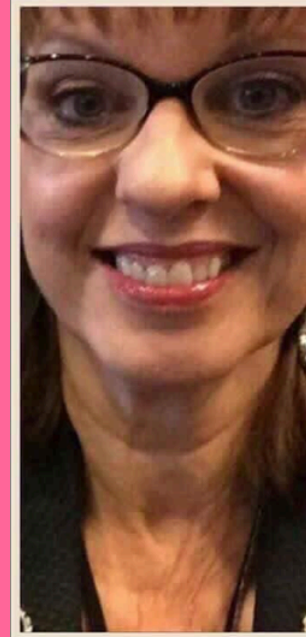
Let's explore advanced skin repair! Today we will be trying the Timewise Repair Volu-Firm Set. (optional show pic) This set is often called "Botox in a Box". The Volu-Firm complex is a scientifically advanced regimen that targets the advanced signs of aging like never before with plant stem cells, a biomimetic peptide, and a skin-volume-supporting peptide.

Apply the Foaming Cleanser to the skin in an upward and outward circular motion, avoiding the eye area. You may want to add a little water to this to experience the nice rich lather. This cleanser gently sweeps away complexion-dulling impurities while leaving the skin feeling deeply cleansed, revitalized, and hydrated. When you're ready, use your wet washcloth to remove your cleanser.

After trying the cleanser, how does your face feel?



MARY KAY  
timewise repair  
revealing radiance facial peel  
peeling facial  
gel facial efecto peeling  
1.7 OZ. NET WT. / 48 g



Susan, 58 years old, has used our glycolic acid peel 8 times! Can you tell which one is the 'before' and which is 'after'?



#nofilterneeded

VOLU-FIRM REPAIR  
*Revealing Radiance Facial Peel*

Now it's time for deep exfoliation with the TimeWise Repair Revealing Radiance Facial Peel! (Optional show pic) Apply the facial peel to your skin, avoiding the eye and mouth areas. This product uses glycolic acid to dissolve multiple surface layers of dead skin. This at-home chemical peel can be used 1-2 times per week for 10 minutes. Here are some of the results you can expect:

- Skin looks brighter.
- Skin texture is significantly improved.
- Fine lines and wrinkles look reduced.
- Skin tone looks more even.

Out of all of those results, which do you feel your skin needs most: brightness, texture, wrinkles reduced, or even skin tone?

# Beauty of Friendship

NAME

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Grab a pen and the sheet that says “Beauty of Friendship”. When you love something you want to share it, right? This is where you get to give this treatment as a gift to your friends.

I bet you have a friend who ...

- hasn't been appreciated lately
- hasn't been to a spa for a facial
- is a tired mom

Who do you know that really deserves this level of pampering? Think friends, phone contacts, co-workers, family members, and besties. Pull out your phone and add as many friends as you want to add.

When you finish, tell us how many friends you shared this gift with and put a star next to the person you feel deserves it the most.

MARY KAY

*Hydrating Cream  
Mask*

Now it's time to remove your facial peel. Take your wet washcloth and remove the peel from your face. As you're removing it, take a look in your mirror and touch your skin. How does it look and feel?

Next, we are going to apply the Hydrating Cream Mask for supreme hydration. Apply the cream mask to your skin, avoiding the eye and mouth areas. This mask can be used 2-3 times per week. Simply apply a thin layer and massage into the skin - no rinsing required!

This mask breathes new life into tired, sluggish, stressed skin. The Hydrating Cream Mask instantly hydrates and locks in moisture. Skin appears less stressed and feels purified, nourished, calmed, firmer, smoother, and softer. Packed with superstar moisturizing ingredients such as shea butter, glycerin and hyaluronic acid, this oh-so-easy-to-use mask delivers so much in one creamy, no-rinse formula.

# WHY WOMEN START A MARY KAY BUSINESS

M

## MONEY

Earn 50% of what you sell!

C

## CARS & COMMUNITY

Earn the use of a Career Car as an Independent Sales Director! Be a part of a positive, empowering, and supportive community.

R

## RECOGNITION

Feel seen, celebrated and appreciated. Earn prizes, diamonds, vacations, and more!

A

## ADVANCEMENT

There are no glass ceilings. The sky is the limit! Advance yourself at your own pace.

S

## SELF CONFIDENCE

Become the best version of you!

B

## BE YOUR OWN BOSS

Design your own schedule and set your own goals. Enjoy the freedom and flexibility!

As your mask goes to work, it's time to entertain you! I'm so grateful that someone shared Mary Kay with me, so I want to share a little bit about it with you! Now, this may or may not be for you, but one thing I know for sure is that as women, when we have all the facts, we make smart decisions. Wouldn't you all agree? Grab your pen and the Power of Pink survey.

Here are the six reasons why women start a Mary Kay business. As I share each one, please fill the word in the blank below.

**MONEY** - Earn 50% of what you sell!

**RECOGNITION** - Feel seen, celebrated and appreciated. Earn prizes, diamonds, vacations, and more!

**SELF CONFIDENCE** - Become the best version of you!

**CARS & COMMUNITY** - Earn the use of a Career Car as an Independent Sales Director! Be apart of a positive, empowering, and supportive community.

**ADVANCEMENT**- There are no glass ceilings. The sky is the limit! Advance yourself at your own pace.

**BE YOUR OWN BOSS** - Design your own schedule and set your own goals. Enjoy the freedom and flexibility!

Please put a heart next to the one that meant the most to you.

# 6 QUALITIES WE LOOK FOR

*busy!*

Busy women get things done!

*don't know a lot of people!*

The good news is that everyone has skin!

*money!*

We earn the highest direct sales commission in America.

*sleeping giant!*

Deep down inside you know that you were made for more!

*not the sales type!*

Mary Kay is the #1 direct selling brand of skin care and color cosmetics in the world. The products sell themselves!

*family oriented!*

Your family is your reason and not your excuse.

Here are the six qualities that make up a successful beauty consultant. Please check the box next to the qualities that you possess.

**BUSY:** Busy women get things done!

**COULD USE EXTRA MONEY:** We earn the highest direct sales commission in America!

**NOT THE SALES TYPE:** Mary Kay is the #1 direct selling brand of skincare and color cosmetics in the world. The products sell themselves!

**DON'T KNOW A LOT OF PEOPLE:** The good news is that everyone has skin!

**SLEEPING GIANT:** Deep down inside you know that you were made for more!

**FAMILY ORIENTED:** Your family is your reason and not your excuse!

After learning more about the Mary Kay business opportunity, which option do you feel is best for you?

- A. I like being a customer.
- B. I want to shop at half price.
- C. Sign me up!

You can get started for only \$35 and you have the option to add on a Pro Start for \$90.

If you were to start, check which option would you choose?

eStart \$35, eStart or Pro Start \$125

VOLU-FIRM REPAIR

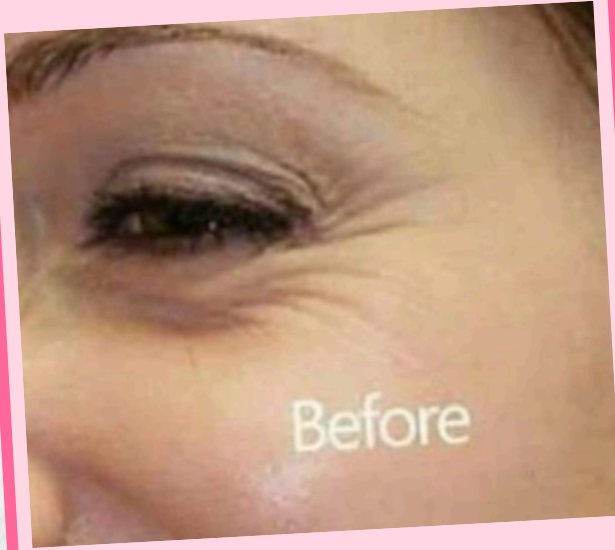
# Lifting Serum & Day Cream



Now it's time to rub in any remaining cream mask. Have you ever felt softness like that before?!

Next, we are going to apply the TimeWise Repair Volu-Firm Advanced Lifting Serum AKA "Spanx for Your Face". Apply this in an upward and outward motion all over the face and neck, avoiding the eye area. This scientifically advanced serum helps provide the appearance of youthful firmness, volume, and lift. This is to be used in your everyday routine, morning and night, after the TimeWise Repair Volu-Firm Foaming Cleanser.

The next step is the TimeWise Repair Volu-Firm Day Cream with SPF 30. Apply this in an upward and outward motion all over the face and neck, avoiding the eye area. This day moisturizer protects skin against UVA/UVB damage, increases skin moisture for 12 hours, and restores the look of skin's even tone.



VOLU-FIRM REPAIR

# Night Cream & Eye Renewal Cream



In the evenings, instead of the Day Cream, you'll apply the TimeWise Repair Volu-Firm Night Treatment with Retinol. Prepare for a new level of beauty sleep. This retinol-infused night cream, restores the look of skin's youthful cushion, evens the skin tone, and increases skin moisture for 12 hours — perfect for resting and rising to beautiful skin.

The last step to our daily skincare routine is the TimeWise Repair Volu-Firm Eye Renewal Cream. Apply this with your ring finger underneath the eye, around the outside corner and up onto the lid. At home, you'll be using this sculpted metal applicator tip to massage this into the eye area. This advanced peptide eye cream targets visible deep lines, dark circles, bags, and upper eyelid droop.

Tell us in one word how your skin looks and feels!



MARY KAY

Foundation Primer



MARY KAY

CC Cream

The last step to any great skincare routine is protection. There are two steps to this. First, we will start by applying the Foundation Primer with SPF 15 to the skin in a gentle patting motion, avoiding the eye area. This lightweight gel glides on easily to fill in imperfections and dries quickly to a matte finish to create the perfect canvas for a flawless foundation application that extends wear.

Next, apply the CC Cream with SPF 15 all over your skin blending in an upward and outward motion. Get easy complexion correction with a formula that acts like makeup and is formulated like skin care. This delivers eight benefits in one step to leave skin with a flawless finish.

1. Protects from damaging UVA and UVB rays.
2. Brightens the complexion.
3. Corrects the look of imperfections.
4. Minimizes Redness and was even tested on women with rosacea.
5. Conceals the appearance of blemishes and dark circles.
6. Hydrates for 10 hours.
7. Reduces Visible Signs of Aging and doesn't settle into fine lines and pores.
8. Defends against skin-damaging free radicals.

It's compliment time! Look around at everyone's skin and tell us what you see.

# glow facial SPECIALS



## platinum BUNDLE

TIMEWISE REPAIR ULTIMATE SET **\$348**



- Cleanser
- Day Cream
- Night Cream
- Lifting Serum
- Eye Cream
- Facial Peel
- Wrinkle Filler

## gold BUNDLE

TIMEWISE REPAIR SET **\$230**



- Cleanser
- Day Cream
- Night Cream
- Lifting Serum
- Eye Cream

*plus* FREE ROLL-UP BAG  
& 3 HALF OFF ITEMS FROM THE GLOW BAR!

*plus* FREE ROLL-UP BAG  
& 2 HALF OFF ITEMS FROM THE GLOW BAR!

## silver BUNDLE

ULTIMATE MIRACLE SET **\$150**



- Cleanser
- Moisturizer
- Daytime Defender
- Nighttime Recovery
- Eye Cream

## bronze BUNDLE

MIRACLE SET **\$116**



- Cleanser
- Moisturizer
- Daytime Defender
- Nighttime Recovery

*plus* 1 HALF OFF ITEM  
FROM THE GLOW BAR!

*plus* 1 HALF OFF ITEM  
FROM THE GLOW BAR!

## glow bar

BUY ANY 2 GLOW BAR ITEMS AND GET 1 OF  
EQUAL OR LESSER VALUE AT HALF PRICE!

*scan now!*



\$22

\$18

\$68

\$24

\$44

\$14

\$22

\$22

\$26

\$38



MARY KAY  
SKIN ANALYZER APP

The last thing we will do today is explore your shopping options so let's go over our Glow Facial Specials!

1. Now, flip your Profile Card over and vertically number 1-4 in the pink section.
2. What was your favorite part of the Glow Facial Session?
3. Me or Free? Me means at my next facial or makeover session it will just be me. Free means at my next facial or makeover session I want to share it with my girlfriends for fun and free products.
4. If you had someone else's AMEX to swipe, which set would you choose: Platinum, Gold or eStart & Pro Kit?
5. I'm looking to learn the most commonly asked questions about how a Mary Kay business could thrive. Would you be willing to help by coming up with 3 questions? Yes or No

I had so much fun experiencing our Glow Facial as a group! Now it's time for Individual Consultations. All you'll need is your Profile Card, Beauty of Friendship list and Glow Specials sheet. (Ask: Does anyone have to leave early? If not, select the most excited guest!)

# glow facial SPECIALS



## platinum BUNDLE

TIMESWISE REPAIR ULTIMATE SET **\$348**



- Cleanser
- Day Cream
- Night Cream
- Lifting Serum
- Eye Cream
- Facial Peel
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*scan now!*



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SKIN ANALYZER APP

**\$22    \$18    \$68    \$24    \$44    \$14    \$22    \$22    \$26    \$38**

# Beauty of Friendship

NAME: \_\_\_\_\_ CONSULTANT: \_\_\_\_\_ DATE: \_\_\_\_\_

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# The Power of Pink

Here are the six reasons why women start a Mary Kay business. As I share each one, please fill the word in the blank below.

M \_\_\_\_\_ C \_\_\_\_\_

R \_\_\_\_\_ A \_\_\_\_\_

S \_\_\_\_\_ B \_\_\_\_\_



Please put a heart next to the one that meant the most to you.

Here are the six qualities that make up a successful beauty consultant. Please check the box next to the qualities that you possess.

- BUSY
- DOESN'T KNOW A LOT OF PEOPLE
- ANOTHER STREAM OF INCOME
- SLEEPING GIANT
- NOT THE SALES TYPE
- FAMILY ORIENTED

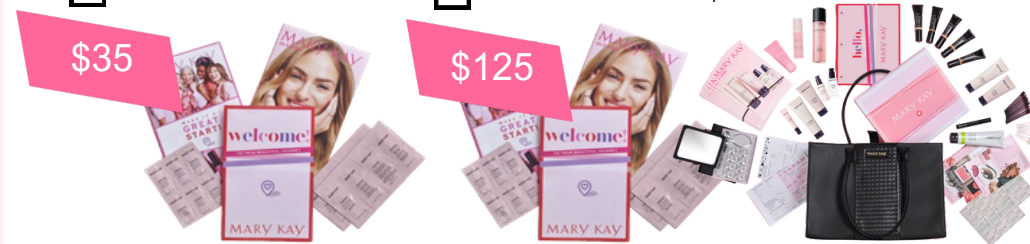
After learning more about the Mary Kay business opportunity, which option do you feel is best for you?

- A. I like being a customer.
- B. I want to shop at half price.
- C. Sign me up!

You can get started for only \$35 and you have the option to add on a Pro Start for \$90. If you were to start, check which option would you choose?

eStart \$35

eStart & Pro Start \$125



# glow facial SPECIALS



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MARY KAY  
SKIN ANALYZER APP

**\$22    \$18    \$68    \$24    \$44    \$14    \$22    \$22    \$26    \$38**

# START SOMETHING Beautiful!

## eSTART

\$35



The first step in starting a Mary Kay business is with Mary Kay eStart!

Includes:

- A beautifully branded fully-functioning e-commerce website
- Welcome & Great Start Brochures
- The Look catalog
- TimeWise Miracle Set Sample Sets in Normal/Dry AND Combination/Oily
- TimeWise Eye Cream Samples

PLUS apps, education, digital tools, and digital marketing resources to help you manage your business!

OPTIONAL ADD-ON

## Pro Start

Add-On  
\$90



Start your business like a pro with Mary Kay Pro Start! Add on when you submit your agreement or anytime within 15 days of your start date! Whether you're planning in-person parties or needing products to show off in reels, you'll love these retail-sized Mary Kay products, essential party supplies, business resources and more! You can even transport these supplies in a sleek bag that's tote-ally professional.

Includes:

- Retail-sized products to sample
- Product samples
- Essential party supplies
- Mary Kay Pro Start Tote
- Flip Chart Binder With Pages
- Sales Tickets
- Beauty Profile Cards
- The Look catalogs

# The Power of Pink

Here are the six reasons why women start a Mary Kay business.  
As I share each one, please fill the word in the blank below.

M \_\_\_\_\_ C \_\_\_\_\_  
R \_\_\_\_\_ A \_\_\_\_\_  
S \_\_\_\_\_ B \_\_\_\_\_

♡ Please put a heart next to the one that meant the most to you.

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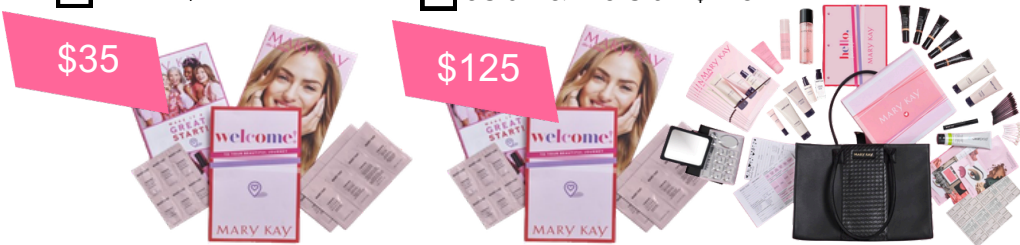
- |   |   |
|---|---|
| <input type="checkbox"/> BUSY                     | <input type="checkbox"/> DOESN'T KNOW A LOT OF PEOPLE |
| <input type="checkbox"/> ANOTHER STREAM OF INCOME | <input type="checkbox"/> SLEEPING GIANT               |
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# glow FACIAL

TIMEWISE MIRACLE SET



4-IN-1  
CLEANSER



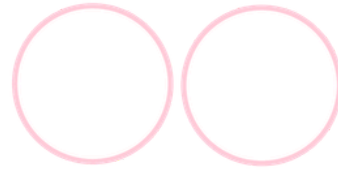
FACIAL  
PEEL



HYDRATING  
MASK



ANTIOXIDANT  
MOISTURIZER



DAILY  
DEFENDER



EYE  
CREAM



FOUNDATION  
PRIMER



FOUNDATION



# glow FACIAL

TIMEWISE MIRACLE SET



4-IN-1  
CLEANSER



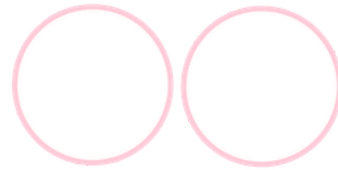
FACIAL  
PEEL



HYDRATING  
MASK



ANTIOXIDANT  
MOISTURIZER



DAILY  
DEFENDER



EYE  
CREAM



FOUNDATION  
PRIMER



FOUNDATION



# glow FACIAL

TIMEWISE REPAIR SET



FOAMING  
CLEANSER



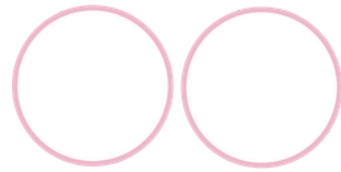
FACIAL  
PEEL



HYDRATING  
MASK



LIFTING  
SERUM



DAY  
CREAM



EYE RENEWAL  
CREAM



FOUNDATION  
PRIMER



FOUNDATION



# glow FACIAL

TIMEWISE REPAIR SET



FOAMING  
CLEANSER



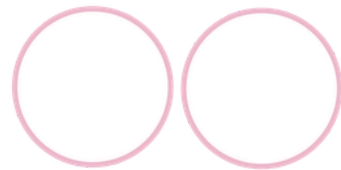
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FOUNDATION

