



VIRTUAL PARTY GUIDE



MEET EVERYONE & THANK THEM FOR COMING!

Beauty consultants own a small business - important more than ever to support small business, each other and our communities.

3 THINGS WE LOOK FOR

(talk about these)

CUSTOMERS

FUTURE HOSTESSES

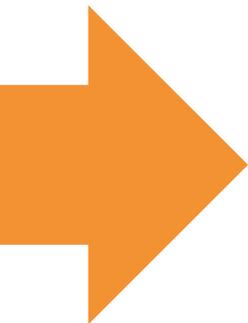
NEW TEAM MEMBERS



with an essential business that we also are privileged to work virtually from home right now!

Some of you just need some fun & destressing & community today - that's what we're here for!!

Some of you need some pampering products of your own! We're here for that, too!!!

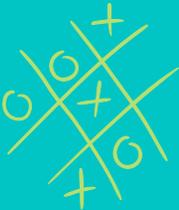
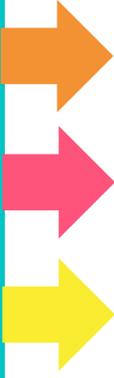


Explain what type of session they'll be experiencing today: whether skin care, glamour, beauty experience, hydrasession, etc. then begin & walk them through the steps.

GIVEAWAY!

Okay. I'm going to be giving away some prizes to thank you for being with us today! Everyone take a piece of paper and a pen or a pencil or a sharpie even better...

Make a tic tac toe board with 9 squares (show them how)

Every time you **LOVE** a product that I talk about or we use - **you know, one that you just can't live without another minute** - write it in a square.

You get to pick which square you write each product in. Then the first person to get tic tac toe, yell it out, you'll win a gift from me!

(Lipstick, eyeshadow, beauty blotters - you pick as the consultant)

(Note, AFTER this person wins, if lots of peeps present, let them know THEN that the first person to fill their board with an item they love + want will win that gift too)

LET'S GET STARTED!

FOLLOW REGULAR PLAN FOR THE KIND OF APPT/PARTY YOU'RE LEADING:

Beauty Experience, Skin Care Class, Hydrasession, Glamour, Follow-up Makeover, etc.

*Share facts from the product fact sheets from Intouch - LOTS more great details that really help people to learn more about them, ESPECIALLY in the absence of samples/products in THEIR hands during the appt)



Personal preference - either have on full face of makeover or walk through the treatment with them - that's what I've been doing so far

HALFTIME! HALFWAY THRU SESSION SAY

if you want to host your own virtual party & get discounted products & freebies, go ahead and comment in our chat on the top right of the screen (zoom - or just comments if fb) or just shout it out (again, shout via zoom) and I'll have a free gift for you! To thank you for supporting our small Business today, which also supports our communities, our country, and our company Mary Kay in mfg and donating free hand sanitizers to the front lines!!! + providing fun and positive community for your friends !!



SHARE THE LOVE

Be sure to **SHARE THE LOVE** during the Charcoal Mask (or any extra treatment in any kind of appt) and ask for referrals DURING REVEALING RADIANCE FACIAL PEEL (again during any extra treatment or as long as before end in any appt type) - they can message/text (you choose which one) those peeps that need and deserve pampering right now - you'll treat them to samples + a \$20 gift certificate on purchase of a set at their own virtual appt/party!



WRAP IT UP

Now, give me a second, and I'm sending you each a menu with specials for the products you tried today (hold up too)! While I'm texting/message you that...go ahead and feel your face, check it out tell me the best 2 words to describe it...

CLOSE WITH MENU

NOTE FOR HYDRASESSIONS - I like the one I shared with our Adventure Area best that originally came from Top Director Cindy Sheppa, because if you HAVE already offered them a \$20 coupon on a SET with the purchase of a HydraHappiness set, etc, you don't want the price to be so low that you can't afford to sell it to them - 283 with free rollup and choice of two 1/2 price extras just like on our hydrapack/hydrasession sheet - they can use their \$20 off if you offered it on that or on either nourishing set or exfoliating set (if not currently using a MK skin-care regimen, and purchasing a hydrapack or one of the packs, you can extend the 1/2 price to the remaining products in the repair set for their 1/2 price items)

Something like this..."AND if already using our skin-care line, this is a great spa treatment for you once or twice a month and great individual supplemental treatments for you two to three times a week! If you're not currently on a mk skin care regimen, I'll recommend your addl moisturizers and eye cream to you today as your half price items to get you started on skin care with your Hydrahappiness set".

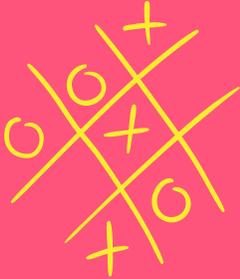
I'M GOING TO ASK YOU TO DO

3 THINGS NOW...

1. SETS

Look at your tic tac toe board
- the items you love -
message or text/message
that to me right now; & I will
help you find the best value
from our sets!

*(If lots of consultants have guests
on a group event - the leader
would say "your consultant")*



2. BOOK

If you haven't already, let me
know if you'll host a virtual
session - hydrasession like
today, skin care session or
glamour session, even a
shakeup your makeup bag
session where I help you clean
up/ organize/ update your
makeup bag. Your guests will
get free samples as long as
we have their info in time!

*(Or if you prefer to offer the packs
for \$13 with the products & free
samples & free shipping, that's fine
to say that instead here - we
currently have pic/fliers for glam
pack, pink love pack (skin care)
and HydraPack)*

And even without samples,
they'll have fun & win prizes &
you will too.

3. SHARE

In a time such as this, *(talk
about cosmetics, alcohol and
tobacco)*, we would love to
have you as part of our tribe
spreading positivity and
community, serving others
with a necessity and some
pampering to keep their
sanity. And see how it serves
you and your family not only
now, but in the future. How
the pivot impacts your future
positively.

If you already know today's
the day, we'll send you the link
to get your starter kit asap.
AND my director (I) will treat
YOU to a FREE _____
(starter kit bonus) of your
own!

If you would just watch a fun,
positive video and give us
your opinion, I'll also treat you
to one entry in our monthly
contest! this month you could
win _____! Let
me know if I may send you the
link to watch & do the survey!

Give me a few mins to check in with you and serve you best in these 3 areas,
and thank you for being with us in this new way of community!!!