

# Class Opening

- Hello Everyone! My name is \_\_\_\_\_ and I am the consultant doing \_\_\_\_\_ party tonight. I want to thank everyone for coming and thank \_\_\_\_\_ for getting everyone together tonight. As the hostess she is earning FREE products tonight based the party's sales and bookings. So anyone who buys tonight or books her own party will be helping \_\_\_\_\_ earn more FREE products!!
- Introductions-Ask them each to say their name, what they do to keep busy and the last time they tried MK or their favorite MK product.
- I am going to let you know how the party will go tonight/today.
  - First I am going to introduce you to Mary Kay the woman and the Company.
  - Then we are going to do a great Skin Care program and a little fun glamour-a Dash out the Door look/a 5 min look. I will show you how to get ready in the morning in 8 minutes or less doing both glamour and skin care. Who would like to be able to get their face ready in 8 minutes or less in the morning?...(raise your hand)
  - Lastly I will meet with everyone individually...
    - To get your opinion of your products...what you liked, didn't or would like to see us add. We have been the #1 best selling brand for about the past 15 years.
    - To do your shopping selections...if you feel in love with something tonight, you can take it home with you. I brought my MK store with me tonight/today.
    - And to book your follow up appointment (if you don't have a consultant) to check to see if your products are working right for you because they do have a 100% satisfaction guarantee from the company, to try more products for free because we can't try them ALL tonight plus you can come to be a model for me at my local \_\_\_\_\_ event or be a hostess like \_\_\_\_\_ and earn FREE products at a party where we can do advanced mineral glamour, spa/fragrance, learn how to do wow brows, or even additional anti-aging face and body treatments.