

## Table Close

- Now it is time to go shopping!! Who loves shopping? Raise your hand
- At this time women usually have 3 questions for me.
  - How do the products come?
  - How quickly can I get the products?
  - How can I pay?
- How do the products come? I will show you the most common sets that most people start with when they start w/ MK
- How quickly can I get the product? I will have them here for you tonight.
- How can I pay? I take cash, check, Visa, MasterCard, Discover, or a combination of all of the above the “Husband Unawareness Program”.
- Turn to page 18 and 19 in your Beauty Book.
- Here are the most common sets that most women start with. They are our skin care collections. It is all about taking good care of our skin. We can’t paint a Mona Lisa on the Bark of a tree...right?? It doesn’t matter how much glamour we use if our skin isn’t looking good underneath.
  - The first set we have is our Ultimate Miracle Set. It is the Ultimate Facial Experience. It is the Miracle Set you tried today plus the Microdermabrasion and Firming Eye Cream. It retails for 175 with out a foundation.
  - The next set we have is our Miracle Set. It is what you tried today. The Cleanser, Day and Night Solution and Moisturizer. It retails for 104 with a foundation.
  - The last skin care set we have is our Basic Set. It is those 5 basic steps, but in 3 bottles because we use the 3-1 cleanser every morning and every night, moisturizer every morning and every night and choice of foundation during the day. It retails for 54 with a liquid foundation and 68 with a mineral foundation and brush.
- You can now take out your set sheet and I will share some other popular sets that we tried today or that you may want to try at a follow up like our custom compact for 65.50 or finishing set for 48 or our Satin Set for 58.
- I always offer some specials for you ladies coming out to \_\_\_\_\_ party. I always reward for skin care because I think it is the most important. If you like the Basic Skin Care Set-cleanser, moisturizer and foundation you can take any additional product home tonight like the lipgloss or mascara for half price. If you take the Miracle set it retails for 104 but I have it on Special today for 99 (or 89) or if you are the “I Deserve it ALL” kinda gal you can take any 4 sets at about \$50 each and get the fabulous travel roll up bag from me today for FREE. You can buy it in the catalog for \$30 but I will give it to you for FREE. If you are an “I Deserve it ALL” kinda gal it is really all about the bag and being organized and cute...right??? Look at this bag. I love it! It rolls up easy for travel or storage, it hangs up and all the pockets come off!!
- Everyone give yourself a round of applause for being good pampers (clap) and now I will meet with everyone individually to get your opinion, do any shopping and to book your follow up whether you want to come on \_\_\_\_\_ night as a model or be a hostess and earn some FREE products. I’ll put out some extra books and clean up. After that I will meet with everyone in the \_\_\_\_\_ room. Thanks!!