

Facial Profile

by Sheryl Peterson

Name: _____
Hostess Name _____ Date and Time of the Class _____

Hi, is _____ there. Hi _____. This is _____ calling with Mary Kay Cosmetics and I am calling in regards to _____ (hostess's name) skin care class on Thursday. Do you have just a minute? Great!

I'm just calling to find out, first of all, if you received the invitation to _____'s class?

Second, I wanted to find out if you're going to be able to join us on Thursday? _____
Great! (If she can't join you, try to schedule her for her own facial at a better time!)

Do you have just a quick minute so that I can ask you a couple questions about your skin and color preferences so that I can be more prepared?

First of all, _____ have you ever tried MK or are you currently using it now?
If she is using it now, then say, Wonderful! Who is your consultant?

If yes, which products do you use? _____

Would you describe your skin as: dry normal combination oily

Is your skin acne prone? Y or N

Do you currently use anything to wash, moisturize or take care of your skin? Y or N

If yes, what is it? _____

Is your skin color: fair/light beige/medium bronze/dark

Do you usually wear color cosmetics? Y or N

When wearing colors do you usually prefer:

Cool colors (pink, purples, plums, blues)

Warm colors (bronze, rust, gold)

Neutral colors (browns, blacks, grays)

If you could change one thing about your skin, what would it be?

Do you get dry hands? Y or N

Do you get dry lips? Y or N

Great!! _____'s class is going to start at _____ on Thursday. If you could be just a couple minutes early, I will treat you to something called Satin Hands which makes your hands feel like silk. You're going to love it!

I've really enjoyed talking with you and I can't wait to meet you in person. Thanks for your time and I'll see you on _____ at about _____. (Say a few minutes before the class is supposed to start.)
