

Welcome to The Mary Kay Beauty Experience!!

My name is _____ and I'm excited you could join us. This experience is all about relaxation, pampering, & treating yourself to something fun...

Are you all ready for that? Before I share about what you will be experiencing tonight, I want to first thank <hostess> for getting us together tonight for some much needed girlfriend time!

If you are providing her with a thank you gift, now is the time to give it to her

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- ◆ Another perk <hostess> receives tonight is **products for gathering you all together** for an in-home spa night!!
- ◆ Who else could get excited about that?
- ◆ If my favorite store told me I could get some free items just for bringing my girlfriends with me.... I'd do it! Wouldn't you?

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Let's get started

- ◆ You will each experience a **deep cleansing facial treatment** with a skincare line customized to your needs, plus you'll each receive a special beauty treatment in addition to that.
- ◆ You can decide if you'd like to leave your eye makeup on or not.
- ◆ All of you will also experience a hand treatment, shea butter satin lip treatment, & eye care that improves dark circles & puffiness.

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- ◆ Let's get started with one of my favorite products.... Who loves mascara? Me too!! But here's the deal... NEVER go to bed with your makeup on. Never. Ever.... *Ever*
- ◆ If you want to remove your makeup, raise your hand and you can sample the amazing **Oil Free Eye Makeup Remover**. We won't be putting eye color back on today - that is an experience all of its own!
- ◆ Shake well, like salad dressing, apply to cotton pad and hold it against your lashes for a minute, then GENTLY wipe away
- ◆ Always use your ring finger to apply products to the eye area. **Does anyone know why?** It's the weakest finger and will do the least amount of tugging and pulling. The skin around your eyes is 1/4 as thick as the skin on the rest of your face.

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Skin aging is the result of two main influences:

- 1) internal: the natural aging process; and
- 2) external: environmental and lifestyle factors. These external influences can lead to the look of premature skin aging. Miracle Set 3D™ helps interrupt triggers that can cause your skin to look older before its time. Powered by our exclusive, patent-pending 3D™ Complex, the set helps defend, delay and deliver for younger-looking skin for about \$2 a day.

DEFENDS

Provides multiple antioxidant benefits to defend against free radicals on skin, which can be triggered by more than UV rays and can contribute to the look of fine lines, uneven tone and loss of skin radiance.

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- ◆ It more than doubles the antioxidant protection for our most powerful free-radical skin regimen defense yet.
- ◆ Moisturizes for 24 hours when used twice a day to help defend skin's balance.

DELAYS

Helps keep your skin looking younger longer with daily SPF 30. Age Minimize 3D™ Complex also can help you defy the look of aging skin by helping promote more even skin tone, supporting skin's natural collagen and helping contribute to younger-looking skin.

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DELIVERS

Clinically shown to help skin look younger in 4 weeks by improving multiple signs of visible skin aging, including:

FINE LINES

WRINKLES

RESILIENCE

LUMINOSITY

SMOOTHNESS

SOFTNESS

OVERALL APPEARANCE

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Remember: Whenever you apply products to your face, use the tips of your fingers and go in an upward and outward direction.

Be gentle! Like you're frosting a cake. Morning and Evening, you'll use the **4-in-1 Cleanser**.

- ◆ **It removes complexion-dulling impurities**
- ◆ **Leaves skin feeling clean**
- ◆ **Exfoliated and**
- ◆ **Looking brighter**
- ◆ Dampen your face and massage gently in small circles, upward and outward. Use morning and evening. Don't go to bed with a dirty face!!
- ◆ Now GENTLY remove it with your wash cloth.

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Ready to Indulge??

If you selected the **Charcoal Mask** go ahead and apply a layer all over your face, leaving circles around your eyes and lips.

- ◆ The activated charcoal draws everything out of your pores 3 layers deep!
- ◆ The Kaolin and Bentonite Clays absorbs excess oils
- ◆ You'll see every pore on your face as it dries, you can literally see it working!!

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If you're receiving the **Revealing Radiance** treatment...

- ◆ Go ahead and apply all over avoiding your lip and eye area.
- ◆ Smooth it on like you're frosting a cake - don't rub it in
- ◆ You may feel a slight tingling sensation- that's normal! It is the glycolic acid working to break down & dissolve dead skin cell
- ◆ The glycolic acid goes to work immediately, removing dead skin cells from skin's top surface layer.
- ◆ This exfoliating ingredient also works on the remaining surface layers, breaking apart the bonds connecting thousands of other dead cells so they can be released and plumper, fresher cells can take their place.
- ◆ This advanced exfoliation method also significantly smooths skin, reducing the "hills and valleys" associated with a drier rougher texture.

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If you're receiving the **Moisture Renewing Gel Mask** treatment...

- ◆ Apply a thick, even layer, avoiding eyes and lips
- ◆ This super hydrating, age-fighting formula nourishes and pampers skin while firming, smoothing and refining skin texture. The luxuriously rich gel glides on effortlessly, infusing skin with moisture as it increases its resilience. Skin appears less stressed and pores diminished. Plus, the aromatic blend of botanical extracts, including chamomile, leaves you with a sense of well-being.
- ◆ You'll leave this on for 10-15 minutes & then gently remove with a warm cloth.
- ◆ Your skin will be glowing after!!

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If you're receiving the **Microdermabrasion** treatment, you are about to experience a salon grade treatment designed by dermatologists!

- ◆ **Microdermabrasion Refine** immediately refines skin texture and instantly polishes the skin. It reduces the appearance of fine lines and gives the skin a healthy, radiant glow.
- ◆ First, dampen your skin with your spray bottle. Then gently smooth the **REFINE** step onto your skin - 15 seconds on each part of your face. Avoid the eye area
- ◆ After applying to each area of the face, remove with another spray of water and your wash cloth
- ◆ Then apply the **Pore Minimizer** for silky skin
- ◆ This gentle serum provides a daily defense against the look of enlarged pores.

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In the final few minutes before the timer goes off, we are going to sample a **shea butter lip scrub** as a **special lip treatment** to scrub away the dead dry skin off your lips!

- ◆ Who gets dry lips in the winter?? Chapped lips? This is one reason why your lipstick may not last very long.
- ◆ So let's buff away the dead skin with the Shea Sugar Scrub for about 30 seconds - then remove everything with your wash cloth
- ◆ Apply the **shea butter lip balm to hydrate for up to 6 hours!**
- ◆ Now that we've completed your special treatments for tonight, let's finish with what would be your daily skin care treatment

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Depending on the time of day let guests use either the Day Cream or the Night Cream

The second step in the Miracle Set 3D is the Day and Night Cream.

Age Minimize 3D Day Cream SPF 30. Go ahead and apply it with your fingertips using the same upward and outward motion. Be gentle!

- ◆ This moisture-replenishing cream help delay visible signs of aging with broad spectrum protection.
- ◆ It re-energizes skins natural, youthful glow
- ◆ It helps even the look of skin tone
- ◆ And it moisturizes for 12 hours

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The **Age Minimize 3D Night Cream** goes to work while skin is most able to rebuild its reserves

- ◆ Re-energizes skin's youthful glow
- ◆ Helps reduce the look of fine lines and wrinkles
- ◆ Helps skin look firmer
- ◆ Includes Japanese apricot extract to support skin's natural collagen

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What part of our face shows signs of aging first?

Remember earlier I told you about the delicate eye area? Well, get excited!! This eye cream helps improve multiple visible signs of aging and fatigue, including the appearance of dark circles, under eye puffiness, fine lines and wrinkles.

- ◆ Use your ring finger to apply the **Age Minimize 3D Eye Cream** in a gentle, patting motion.
- ◆ Skin looks firmer and this quick-absorbing cream immediately moisturizes and brightens the eye area
- ◆ It maintains moisture in the eye area for 12 hours.
- ◆ **You'll see a more youthful, rested look**

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Ok, how does your skin feel? (*touch your face your hand & they will too*)

- ◆ Now it's time too look closely at your skin again.
- ◆ What did **you like best** about your **experience**?
- ◆ What do you **notice about each other's** skin?

Turn to the page in your Beauty Book that has the Foundation Collection. Depending on your personal preferences, we have a variety of options. Foundation plays an important role in your skin care routine by helping protect your skin from environmental damage.

What do you like when it comes to foundation?

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Let the guests talk here as you refer them to the page with the foundation options. Then go over the Miracle Set in the beauty book insert or on the Beauty Experiences Set Sheet. If no one is using a particular set, skip it.

Now let's finish with the Satin Hands Pampering treatment and then you can select the products you'd like to take home with you. Now remember, you are under no obligation to purchase anything but if you choose to do so, I might have some goodies for you. I can meet with you one on one over here. Who wants to go first?

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