

Beauty Session Cheat Sheet

Opening - All Sessions

- thank your hostess for the compliment of sharing her friends & family
- Introduce yourself
- So you can relax and enjoy, let me share what you can expect from our time together:
 - introductions
 - hostess program
 - play in product
 - private consultation

Introductions & Hosting -

- please share your name, how you know our hostess and what you love most about her!
 - when you get to the hostess:
 - sincere compliment
 - share what she'll be getting tonight because she's the hostess/let guests know how they can help

Share Your I-Story

- Share about yourself, 3 minutes or less: what matters to you, what made you start your MK Business, what makes you keep working your MK Business, and your current goal for your business
- Finish with this phrase:
 - Please watch what I do tonight and if it looks like fun and/or if making a change or some extra money would benefit you, ask me some questions, because you'll get answers and no pressure!

Table Close - It's Time to Wrap Up Our Session!

- **Compliment Time**
 - at a Skin Session - which product did you like the best?
 - at a Dash or Glam Session - go around table and have them share what they like about each other's look
- **So this can be simple & easy, here's the scoop!**
 - I'm going to share the deal I have on sets because I like a bargain!
 - Then I have a few questions for you
 - And we'll finish up with Quick Consults so I can answer any questions you have, make sure you get any information you're looking for, and so you can do any shopping you want to do.
- **Deal I Have On Sets**
 - Display Roll Up Bag
 - Walk through set options
 - Note the deal on sets
- **Party Profile**
 - contact info so we can send/deliver any product & add you to our mailing list
 - 4 Questions so our consult is smooth: what did you enjoy most about tonight, what would you like to learn more about skin & makeup, if money were no object what products would you want tonight, and last but not least, which kind of session would you be interested in - skin, dash-out-the-door, or glamour - and would you want it to be solo or with friends?
 - Referrals - what they do, what you give them
 - complete your PINK Sheet

Individual Close - Quick Consult (Away from Group, If Possible)

- Thank you so much for coming/supporting your friend
- Book the next appointment - which kind, when, solo or with friends for hostess credit
- Take her order -
 - include your sales tax & let her know when to expect her product
 - make sure she receives any referral bonuses
- Walk through the PINK Sheet - get her the link so she can sign up or schedule her next step
- Please send in the next guest :)

Session Product Lists

Here is a Catalog for each of you!

**You can pull your hair back & open your packet,
because it's time for fun!**

Skin Session:

- Oil Free Eye Makeup Remover
- Micellar Water
- Cleanser
- Charcoal or Renewing Gel Mask - during the 10 minutes of the mask drying, have them complete the Pink Sheet - let them know we draw from the Pink Sheets for a prize at the end of the party :)
- Satin Lips
- Day or Night Cream - One to face, one to back of hand
- Timewise Eye Cream
- Moisturizer - apply a dime size amount of this product to the skin to add moisture without adding oil to the face! It's like a drink of water for the skin!

Dash-Out-The-Door Makeup Session:

- Oil Free Eye Makeup Remover
- Cleanser
- Moisturizer
- Foundation Primer
- CC Cream - Following the CC Cream while it sets, have them complete the Pink Sheet - let them know we draw from the Pink Sheets for a prize at the end of the party :)
- Eyebrow Tint
- Cheek Color
- Cream/Liquid Eyeshadow
- Mascara
- Gloss

Advanced Glamour Session:

- **Oil Free Eye Makeup Remover**
- **Cleanser**
- **Moisturizer**
- **Foundation Primer**
- **Eyebrow Tint**
- **Three Eye Colors:**
 - **Accent Color - Darkest**
 - **Midtone - Medium Shade**
 - **Highlighter - Lighter Shade for Blending & Inner Eye**
- **Eyeliner**
- **Mascara - Before foundation, have them complete the Pink Sheet - let them know we draw from the Pink Sheets for a prize at the end of the party :)**
- **Matte Foundation**
- **Bronzing/Contouring Powder**
- **Cheek Color**
- **Highlighting Powder**
- **Lip Liner**
- **Lipstick**
- **Lipgloss**
- **Finishing Spray**

Color Cheat Sheet

ALSO FEEL FREE TO USE THE COMPANY'S COLOR CARDS IF YOU PREFER A MORE SIMPLIFIED OPTION

Hair Color/Skin Tone	Blonde Hair	Brunette Hair	Dark Black Hair	Red Hair
Fair Ivory Skin	Blossom, Hazelnut and Golden Mauve with Darling Pink and Rosewood and Nude Blush Gloss OR Biscotti, Hazelnut, and Burnished Bronze with Juicy Peach and Sunset Peach with Copper Aura Gloss	Blossom, Dusty Rose, and Golden Mauve with Rogue Rose and Mauve Moment with Soft Nude Gloss OR Biscotti, Hazelnut and Rustic with Rosy Nude with Rosewood and Unique Mauve Gloss	Blossom, Dusty Rose, Sweet Plum, with Shy Blush, Boho Plum and Nude Blush OR Biscotti, Cinnabar, and Golden Mauve with Dessert Rose and Appleberry with Soft Nude Gloss	Blossom, Hazelnut, and Rustic with Shy Blush and Rosewood with Nude Blush OR Biscotti, Cinnabar and Burnished Bronze with Rosy Nude with Casual Rose and Soft Nude
Tan/Beige Skin Tone	Cinnabar, Hazelnut and Candlelight with Juicy Peach and Casual Rose with Soft Nude OR Mahogany, Cinnabar, and Candlelight with Shy Blush and Rosewood with Fancy Nancy	Mahogany, Hazelnut, and Rosegold with Shy Blush, Boho Plum or Appleberry and Soft Nude OR Espresso, Cinnabar, and Rosegold with Rosy Nude, Berry Favour OR Sunset Peach with Copper Aura Gloss	Biscotti, Cinnabar, and Golden Mauve with Dessert Rose and Appleberry with Soft Nude Gloss OR Biscotti, Cinnabar and Burnished Bronze with Rosy Nude with Casual Rose and Soft Nude	Biscotti, Cinnabar and Burnished Bronze with Rosy Nude with Casual Rose and Soft Nude OR Candlelight, Cinnabar and Hotfudge with Golden Copper, Midnight Red and Soft Nude
Bronze & Ebony Skin Tone	Candlelight, Cinnabar and Burnished Bronze, Golden Copper with Berry Famous and Soft Nude Gloss OR Candlelight, Golden Mauve and Merlot with Desert Rose, Berry Couture and Nude Blush	Candlelight, Golden Mauve and Merlot with Desert Rose, Berry Couture and Nude Blush OR Candlelight, Cinnabar and Hotfudge with Golden Copper, Midnight Red and Soft Nude	Candlelight, Cinnabar and Shiny Penny with Golden Copper, Midnight Red and Beach Bronze OR Rosegold, Merlot, Golden Mauve, Wineberry, Appleberry and Sheer Illusion	Candlelight, Cinnabar and Burnished Bronze with Golden Copper, Midnight Red and Beach Bronze OR Rosegold, Merlot, Golden Mauve, Rogue Rose, Berry Famous and Soft Nude

Ladies Choice!

Receive 50% Off Your Order OR \$100 in
FREE MK Product When Your Party ...

- Has 5 guests + yourself (2 who are new clients to me)
- \$400 in sales (not counting your order)
- 1 party books from yours



Double Bookings Earns you the Brush Set!

**Hostess Credit Cannot be Used In Addition to
other Specials, Sets or Deals

Your First & Last Name:

Hostess Name:

Your Cell #:

Your Email:

Your Full Mailing Address, including house/apartment #, street name, city, state and zip code:

After Our Session:

What did you enjoy most about our time together?

What would you like to learn more about when it comes to skin and/or makeup?

If money were no object, which products would you want to take home?

Would you like to do another session, if so, skin or makeup? Solo or with friends?

I LOVE TEACHING WOMEN ABOUT SKIN & MAKEUP!

**I WOULD LOVE TO GIVE 20 OF YOUR FRIENDS/FAMILY A FREE LESSON AND GIFTCARD FOR FREE PRODUCT!
NAME & PHONE NUMBER, PLEASE**

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