

Ways to say.... **“FOLLOW-UP FACIAL”**

By: Jennifer Beisel

This is your 1st of many free facials you will receive from me now that I am your very own Consultant! We will get together for a “FOLLOW-UP FACIAL” whether you want to have some girl time or if you have an event you want to look extra special for!

Isn't this Tote Bag (or hostess gift) just adorable? You will receive one of your very own just for getting some friends together at your “FOLLOW-UP FACIAL”.

I am so excited for this evening – all of you are “women of your word” – so because of this, your friend _____(hostess) will be getting some FREE product from me! I will share with you later how you can earn some FREE product at YOUR “FOLLOW-UP FACIAL”. Isn't that exciting?!

Tonight, our Hostess _____ will be getting a customized glamour look that she is really excited to try ... So at your “FOLLOW-UP FACIAL”, not only will you be getting your FREE product – but you will be the one who gets pampered and the customized glamour look that fits you perfectly!

We have 2 formulas of our Best Selling Skin Care. If tonight you realize that you have combination skin instead of normal skin, for example – we will try the other formula at your “FOLLOW-UP FACIAL”.

We have a Microdermabrasion Set – that truly is AMAZING. For the sake of time, we won't be trying that tonight – but we will most definitely let you experience this incredible product at your “FOLLOW-UP FACIAL”.

Who LOVES Spa Products? At your “FOLLOW-UP FACIAL” I would love to have you sample our beautiful, fresh and moisturizing products from our Spa Line.

Unfortunately I will not be able to show you ALL of our incredible products tonight – but Mary Kay was created with the “try before you buy” philosophy – so at your “FOLLOW-UP FACIAL” you can try all of the products that are suited for you and your skin type!

We have a great selection of foundations to match EVERY skin tone. If for any reason when you get home or are out in the natural light and your foundation isn't quite right, I will be happy to exchange it for the right shade for you at your “FOLLOW-UP FACIAL”.

I hope you love all of the makeup colors you try tonight – but if they just aren't for you we can spend some more time on them at your “FOLLOW-UP FACIAL”.

We have 3 different types of mascaras – if the Ultimate Mascara that we are going to use tonight isn't right for you – we can try the others at your “FOLLOW-UP FACIAL”

Who loves LIPSTICK? Well, to be honest, I used to HATE lipstick until Mary Kay ... because I never found a color that suited my skin tone! We have a beautiful selection of lipsticks – and now I don't just have 1 lipstick I love, I have 10 because I got to try them ALL. At your “FOLLOW-UP FACIAL” we can experiment and find which colors are the best for you!

Besides all of our amazing products for women, we also have a selection of products and colognes especially for our men. If you are interested in these – I will bring them along with me when we get together for your “FOLLOW-UP FACIAL”.

All of our products make such great gifts! At your "FOLLOW-UP FACIAL" I can bring some examples of our gift sets!

I am so excited about our new LIP BALM w/spf 15! At your "FOLLOW-UP FACIAL" I can show all the different shades!

We have 8 eyeliners – all of which really are stunning. At your "FOLLOW-UP FACIAL" we can try the one that looks best for you and your eye color.

Blush can either make or break your look! Not only is it important to apply it correctly – but you must also use a shade that is complimentary to your skin. If the color tonight isn't working for you, we can correct that at your "FOLLOW-UP FACIAL".

Eye shadows are my FAVORITE glamour item! They really can change up your look! At your "FOLLOW-UP FACIAL" we can try not only a good "every day look" – but I can show you how to turn it into a stunning evening look!

There are so many types of classes – from Spa to Holiday Specials! Your "FOLLOW-UP FACIAL" can be any kind or whatever you would like to learn more about!

I have seen first hand what this company can do – I am so excited to share the information with anyone who is interested in hearing more about it. After the class and of course at your "FOLLOW-UP FACIAL" I will be happy to go over any questions you may have about this amazing opportunity.

This gorgeous Brush Set that _____ (hostess) is using tonight is something you could earn for FREE at your "FOLLOW-UP FACIAL".

Mary Kay not only is the #1 Best Selling Skin Care and Color Cosmetics – but we also have a large selection of very popular perfumes. At your "FOLLOW-UP FACIAL" you can try any of them you wish. Some of which have Shower Gels as well.

A lot of people are interested in masks. We actually have 3 different masks suitable for your skin type. If you would like, you can try one at your "FOLLOW-UP FACIAL"

Besides our TimeWise Miracle Set, we actually have 2 other Skin Care Regimes – our Classic Skin Care, a 5-step program and Velocity, which is for teens. At your "FOLLOW-UP FACIAL" we can discuss these further if you have any questions.

We have some of the best Oil Control and Acne Treatment products on the market. Our Oil Mattifier, Acne Treatment Gel and Beauty Blotters are big sellers. At your "FOLLOW-UP FACIAL" you can try them first hand to see the immediate results they produce.

At your "FOLLOW-UP FACIAL" you can either have a 1 on 1 appointment with me or you can invite some friends and earn some free gifts or free product.

Mary Kay allows me to give you 2 facials. Today is your initial facial and we will do basic skin care and basic color and then at your "FOLLOW-UP FACIAL" we will try more skin supplements & advanced glamour.