

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!

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"

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 4 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"

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

A lot of people are interested in masks. We actually have 4 different masks suitable for your skin type. If you would like, you can try one at your "FOLLOW-UP FACIAL"

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.

Your Mary Kay Product is 100% guaranteed. At your "FOLLOW-UP FACIAL" we can make any changes at that time.

Its fun to have your "FOLLOW-UP FACIAL" with some friends and earn some FREE Product!

It is best to schedule your "FOLLOW-UP FACIAL" 10 days to 2 weeks after our facial today so we can check the progress of your new Mary Kay products.

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?!

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"

We have a great selection of foundations to match EVERY skin tone. If for any reason when you get home your foundation isn't quite right, I will be happy to exchange it for the right shade for you 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!

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.

Besides our TimeWise Miracle Set, we actually have 2 other Skin Care Regimes --Our New Botanical Line, a 4 step program and Velocity, with is for teens. At your "FOLLOW-UP FACIAL" we can discuss these further if you have any questions.

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.

For some fun and pampering for you and your friends we offer waterless pedicure parties for your "FOLLOW-UP FACIAL"

At your "FOLLOW-UP FACIAL" we will customize a look just for you eye color and shape and for your face shape.

Today we are using our Mineral Powder Foundation. At your "FOLLOW-UP FACIAL" you can try our award winning liquid foundations.

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!

Who LOVES Spa Products? At your "FOLLOW-UP FACIAL" I would love for you to sample our beautiful, fresh and moisturizing products from our Spa Line, and your "FOLLOW-UP FACIAL" could be a pedicure party

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"

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!

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

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" we can use our virtual makeover to create a custom look just for you.

Tonight we are not able to try each supplement, but at your "FOLLOW-UP FACIAL" we can try all the supplements for your skin type.

We offer facials at our Mary Kay Studio each week, for your "FOLLOW-UP FACIAL" I would love for you to be a model.

I schedule my "FOLLOW-UP FACIALS"