

## **Group Close (memorize)**

At the table:

"Everyone take a minute to fluff out your hair. It's compliment time. Now, let's go around the table and tell each person what we like about their new look.

Before we have our one-on-one time, I want to tell you very quickly how much the products cost and how you can get them today. First, refer to your placemat. There are various sets listed for your convenience.

The first one is the TimeWise set, but it is not pictured on this sheet. We discussed this during the class, remember? It's a set designed to be used and sold together to first time users. It contains 3 products and sells for 54(don't say dollars). The next set is the 1<sup>st</sup> set on the place mate that has the entire miracle set in the first photo. The miracle includes 3 in 1 cleanser, timewise Moisturizer, Day and Night solution and your mineral powder and the brush is free! Ladies, the cost is about 25 cents/day! Tonight the set is 108.

Our next set is the Working Women's set which includes the TimeWise Miracle Set, color cosmetics and the roll up bag valued at 243 but tonight it's only or the Ultimate Miracle Set including the firming eye cream and the Micro Dermabrasion set with the roll up bag valued at 243 but tonight its only 199. Only 50 cents a day!

It's my goal, if you want this, to help you find a way or make a way!

And finally, the: I Deserve It All - Spoil Me Rotten collection This set is everything that you tried tonight (and your personal bag filled is right in front of you) [NOTE TO CONSULTANTS: this is if your inventory can supply this for your classes it retails for 418 and includes the roll up bag , tonight you can get it for 365 which is a \$1/day! Also when you purchase any one of these sets, and book your follow up facial with 3 or more guests in attendance you can earn your \$48 brush set for FREE!

To help you decide which set is best for you, let me briefly describe the function of each set. The Miracle Set is designed to get you to the mailbox (if you run real fast); the Working Women's set will get you to work tomorrow, but the I Deserve It All collection will GET YOU NOTICED!!!

One more thing - I'd like each of you to close your eyes and step into your closet. Now pull out the outfit that brings you a lot of compliments! (Probably your most expensive). Get a dollar figure in mind of what it cost you. Now start accessorizing it with earrings, necklace, pins, belt, handbag, bracelet, pantyhose and shoes. Now was that closer to 299 or 199? How often did you wear it last week? How often did you wear your skin last week? Isn't it amazing how we can spend \$50.00 on a blouse that will go out of style in a year or so, but we think it's expensive to spend money on taking care of our skin that we have all our life? For less than a dollar a day, you can take good care of your skin!!

I have everything with me tonight and for your convenience, we take Discover, Visa, MC, checks, cash, the secret husband plan or any combination of these.

Now it's time for your one-on-one with me. Who needs to leave right away?" (Have the hostess serve her dessert and let her demonstrate the fragrances and chart them on their profile cards for you. This will help pass the time and keep the guests occupied and their minds on Mary Kay.)