

WATERLESS SPA CLASS OUTLINE

Supplies

Towels/Cloths	Miracle Set to Sample	Profile Cards
Lotions	Foundation Samples	Look Books
Sugar Scrubs	Sun Care Products	Sales Slips
Shower Gels	Satin Lips	Alphabet Game Gift
Plastic bags for feet	Energizing Leg & Foot	Alphabet Game Sheet
Hostess Gift	Pens and pencils	Roll of Drawing Tickets
Referral gift	Date book	Money Bag
Roll Up Bag	Set Sheets	Hostess packets

Before I leave for the party, I wet hand towels (two per guest) and **MICROWAVE THEM FOR FIVE MINUTES** and put them in an igloo cooler. This should keep the towels hot. Let the hostess know you will be needing her microwave so she can have it cleaned out for you just in case you need to reheat any towels.

Order of Events

As the guests arrive, welcome them and then have them fill out their profile forms. I usually have them sit in a circle and you can put towels down in front of their chairs.

1. Intros. Guests introduce themselves. Have them give name and what they do inside or outside the home **AND** what they **LOVE** about the hostess.
2. Welcome. Thank the hostess and love on her, present her thank you gift, tell everyone what she is getting for **FREE**. Quick I-story and explain the order of the class.
3. Purse. Be sure the girls have their purse and cell phones with them.
4. Miracle Set. Next, you are going to take a few minutes to demo the miracle set on **the back of one hand**; say, "Pick a favorite hand to be pampered today. I'm going to give you a sneak preview of the pampering you can expect when you book a skin care appointment with me."
 - a. Put a dab of TW3-in-1 cleanser and have them rub onto the back of the hand. Then wipe off with a wash cloth or the disposable wash cloths.
 - b. Then demonstrate Microdermabrasion and explain benefits.

- c. Then put a squirt of Day Solution and describe the benefits of using the Day/Night set with the TW.
- d. Then put the Age-Fighting Moisturizer on the back of the same hand and describe it.
- e. **The key to the success of this demonstration:** a dab of MK Foundation on the back of that same hand AND on the back of the other hand that they did not do anything else to that hand (use color that is significantly different from their skin tone). As they are blending it into both hands, you are describing what they are seeing and feeling: Say "You will notice a big difference in how the foundation blends into your skin. See how much smoother and easier it blends into the hand you pampered with the TW skincare? Doesn't it look and feel softer and more even and flawless? (Be sure to be nodding your head up and down!) Notice how much more evident the fine lines and wrinkles are on the hand that only has the foundation on it when compared to the hand you pampered with the TW-- Look how flawless the back of that hand appears!! Tell me which hand you would like to have your face look like 5, 10, 15 years down the road! Now imagine us pampering your entire face when you choose to have a skin care and glamour appointment with me and be eligible to earn great discounts and free products!! I can help you with that later."

5. Prepare Feet.

- a. Put skin softening lotion or extra emollient night cream on feet.
- b. Rub one of the sugar scrubs from our spa collection on top of the cream. "Sugar scrubs are a sweet treat for the skin and leave behind a velvety-smooth finish. Just use when you shower, breathe in the delicious scent and say 'ahhh.'" Sugar granules work like super exfoliators to remove dead surface cells and help smooth over the rough spots to make your skin super soft and glowing. The scrub can be used before or after the coordinating shower gel. The Warm Amber is warm, cream, rich and cozy. The Simply Cotton is a clean, crisp and refreshing fragrance. The Exotic Passion Fruit is delightfully fruity, zesty and juicy. The Forever Orchid is floral. You may also share with them about our wonderful 2-in-1 body wash and hydrating lotion.
- c. Wrap the feet in hot towels from the cooler.

- d. Wrap bags around the towels to keep the moisture in. Let feet stay in bags for about 10 minutes.
6. Alphabet Game. While feet are softening, play the alphabet game or whatever marketing game you like and have them ask you questions about the opportunity.
7. Referral Game. Make sure they have cell phones close by! ☺
8. Lotion. Remove bags and towels (place them in the bags). Dry off and have them use their favorite lotion.
9. The Warm Amber, Simply Cotton, Exotic Passion Fruit or Forever Orchid Eau De Toilette Collection is simple, yet sophisticated. Carefree and easy-going. You can use a new scent every day. The simplicity and wide appeal of this collection make these scents attractive for gift-giving, and make it easy and inexpensive to expand your fragrance wardrobe. The difference between perfume, eau de parfum, cologne, eau de toilette, and mists lie within the concentration of fragrance oil. Eau de toilettes are lighter versions of fragrance with a lower concentration of fragrance oil. Layering is a soft, subtle way to wear fragrance. Plus, it helps you extend the wear of your fragrance.
10. Energizing Leg & Foot. Talk about this great product and the fact they can apply over nylons. Have them try it if you have it with you.
11. Sun Care Collection.
 - a. SPF 30 Sunscreen. Enriched with antioxidant vitamins and free-radical scavengers, Mary Kay® SPF 30 Sunscreen* helps protect your face and body from the damaging effects of the sun by providing UVA/UVB protection. In fact, the Skin Cancer Foundation has recommended Mary Kay® SPF 30 Sunscreen* as an effective UV sunscreen. It's even waterproof and sweat-resistant for up to 80 minutes. The lightweight, oil-free sunscreen absorbs quickly, leaving your skin feeling soft and moisturized.
 - b. Lip Protector Sunscreen SPF 15. Exclusively formulated with beneficial moisturizers and antioxidants, Mary Kay® Lip Protector Sunscreen SPF 15* helps keep lips protected and guarded from the drying effects of sun and wind. It glides on for invisible protection and helps seal in moisture so lips feel soft and supple. The Skin Cancer Foundation recommends this product as an effective UV sunscreen.

- c. After Sun Replenishing Gel. This ultralight, cool blue gel is formulated with botanical extracts rich in soothing antioxidants. Gently massage gel into skin over entire body. It absorbs quickly, replenishing vital moisture to skin, leaving it feeling hydrated, smooth and refreshed.
 - d. Subtle Tanning Lotion. The key ingredient dihydroxyacetone (DHA) reacts with protein in the skin's outer layer causing it to darken. Additionally, new Mary Kay® Subtle Tanning Lotion contains hydrating ingredients to give skin the moisture it craves while subtly enhancing its natural tone for a healthy-looking glow. The lightweight, nongreasy formula glides on evenly and absorbs quickly for color that won't rub off. Skin feels soft, smooth and moisturized, while its tone appears even without streaking or blotching. And it's suitable for all skin types. When used daily, you will begin to see a subtle development of color in several days. Maximum color will be reached in about a week. After the first week, it is recommended that you use the new subtle tanning lotion two to three times a week. Tip: To ensure more even, longer-lasting color, we suggest you exfoliate with one of the Mary Kay® Sugar Scrubs before using the new Mary Kay® Subtle Tanning Lotion. When using new Mary Kay® Subtle Tanning Lotion, do not exfoliate more than once a week.
12. Drawings. Do drawings from the tickets for a few prizes that you brought.
13. Close. Do your group close using the Sensoriffic Party Set sheets (you will sell Miracle sets. 😊)
- a. Eau De Toilette Products. Remind them the eau de toilette products (as well as satin hands) make great gifts for a birthday, Christmas, baby shower (for the new mommy who really needs some pampering!), bridal shower gifts, etc. Use the closing sheet!
14. Meet one on one with them.