

Company-

- Multi-billion \$ company, debt free and family owned
- Over 60 Years strong since 9/13/63
- All products are made in the USA—Dallas, TX is where our manufacturing plant is located.
 - Only 2% of cosmetics are made in the US
- Follow European Union Standards
 - Which bans 130 ingredients
 - FDA only bans 11
- Cruelty Free—we do not test on animals

I-Story—this is where you share why you started MK. Mentioning reasons like why you joined but also relating to her as much as possible.

If you don't know—ask what she does for a living.

- Find a need to fill---by mentioning these things:
 - Unlimited earning potential
 - Flexibility
 - Be your own boss
 - Fun
 - More girlfriends
 - Meet people
 - Need more money
 - Self confidence
 - Recognition & prizes
 - Company cars
- What's one thing you'd like to change?

Products:

Miracle Set—designed for early to moderate signs of aging. Safe for anyone over 18 years old.

1) Timewise Cleanser—Avoid eye area

- Apply to face—cheeks, chin, nose and forehead
- Thoroughly cleanses—removes makeup
Gently exfoliates
Tones
Brightens

You can quickly mention how the set contain resveratrol. This is what plants produce when they are sick or injured.

- Rinse off

2) Charcoal Mask—Avoid eye area

- Apply to face—cheeks, chin, nose and forehead

Activated charcoal acts like a magnet to unclog pores allowing them to shrink, absorb oils, bacteria & impurities. Navy bean extract to brighten.

Leave on a few minutes (normally 20 mins)

- Rinse off

Or Timewise Repair Facial Peel—Avoid eye area

➤ Apply to face—cheeks, chin, nose and forehead

-This chemical facial peel harnesses the power of glycolic acid to eliminate skin-dulling dead cells. Due to this superstar ingredient, skin's own natural renewal process is enhanced, and younger-looking, more radiant, brighter skin is revealed. Utilize the gentle effectiveness of this at home chemical peel to see skin that looks rejuvenated with reduced fine lines and wrinkles.

-Leave on a few minutes (normally 10 mins) and use 2 times weekly.

➤ Rinse off

Or Timewise Microdermabrasion Plus Set—Avoid eye area

➤ Apply Microdermabrasion Refine-Step 1 to face—cheeks, chin, nose and forehead

- Microdermabrasion Refine is a physical exfoliator that reduces the appearance of fine lines and gently refines skin's texture as it removes surface dead skin cells and build-up from pores.

➤ Rinse off

➤ Apply Pore Minimizer-Step 2 to face—cheeks, chin, nose and forehead

-Pore Minimizer goes beyond skin texture to tighten the look of pores. With pores cleared of build-up and dead skin cells, Pore Minimizer works immediately to reduce their appearance. And the results get better over time.

-The Pore Minimizer nourishing serum helps calm and comfort skin. It's the perfect after-step to Microdermabrasion Refine to reduce any appearance of redness and soothe delicate skin. Working together 2-to-3 times a week, both products dramatically improve skin texture for a high-definition-worthy complexion!

Products continued:

3) Antioxidant Moisturizer—Avoid eye area

➤ Apply to face—cheeks, chin, nose and forehead

-Smooths out fine lines and wrinkles. Also evens the skin tone.

-Moisturizing your skin 12 hours

-2 formulas-Normal/Dry or Combo/Oily

➤ Leave on face. Apply in morning after cleansing.

4) Daytime Defender Sunscreen

➤ Apply to face—cheeks, chin, nose and forehead

-Helps delay visible signs of aging with broad spectrum UVA/UVB protection & more.

-Features prickly pear extract to help strengthen skin's moisture barrier.

-Also, has a quick-absorbing formula that reduces the look of fine lines, improves uneven skin tone and improves skin's overall appearance, leaving it noticeably revitalized.

- 5) Nighttime Recovery—Avoid eye area
 - Apply to neck for now, so you can enjoy this. But normally you would apply this in the evening after cleansing, instead of day cream.
 - Wake up to skin that looks well-rested.
 - Helps recover what can be lost during the day.
 - While you are sleeping this product re-energizes your skin.
 - Helps reduce the look of fine lines and wrinkles with encapsulated resveratrol.

- 6) Eye Cream—Use ring finger
 - Apply under eyes and can also be apply on lid and entire eye area. Just be careful not to get into eyes.
 - First signs of aging being around the eye area for both men & women. So guys need these things, too!
 - Brightens dark circles
 - Fights puffiness & wrinkles in the eye area.
 - It also moisturizes for 12 hours, so by using it both morning & night, you'll get 24 hours of moisturization.

Share the Love Sheet—For every girlfriend that is over worked and under pampered write her name and number down. When she holds an appt like you are having right now with me—You'll receive that product for FREE from me!! How many FREE products would you like to receive? Who can you think of—you can pull out your phone and they can live anywhere in the US!!

Return to Products:

- 7) Foundation Primer—Avoid eye area
 - Apply to face—cheeks, chin, nose and forehead
 - This is a magnet for foundation—extends the wear of foundation.
 - It feels like silk and contains SPF 15.
 - MK calls it the pot hole filler! LOL
- 8) C Cream—Avoid eye area
 - Apply to face—cheeks, chin, nose and forehead
 - Tinted moisturizer with 8 benefits
 - SPF 15
 - Helps with redness and evening out the skin tone.
 - Lightweight, but not a foundation. We also have amazing choices of foundations, if you'd like to try that on your next appointment.
- 9) Mascara—6 different types
- 10) Lip gloss or Lipstick

Closing sheet-- Go over each product with price that she/they tried.
Can also send closing link to her, if she doesn't give you a list then.

Quick Question—Is this opportunity for you?

___ A means Absolutely! I am interested, and with your help, I'm willing to try.

___ B means Book Me for a second appointment. I have questions, and I would love to talk more.

___ C means Could Be for me down the road. Until then, I would love to be your customer.

Remember these 3 objectives:

- 1) Book another appointment with friends.
- 2) Sell products then or within 24-48 hours.
- 3) She wants to join or that you have piqued her interest to hear more of the marketing plan.

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 - Company cars
- What's one thing you'd like to change?

Products:

Timewise Repair Set—designed for advanced signs of aging. Safe for anyone over 35 years old.

-Reduced look of deep lines and wrinkles, and improved look of wrinkle severity.

-Lifted appearance is restored.

-Improved skin firmness and elasticity

-Enhanced appearance of skin clarity

-Improved overall appearance

1) Timewise Foaming Repair Cleanser—Avoid eye area

- Apply to face—cheeks, chin, nose and forehead

For dull, dry skin, this age-defying cleanser maintains moisture balance and renews the look of skin radiance. Revitalize your skin day and night with this moisture-rich, cashmere-soft foam that delivers benefits! Gently sweep away impurities that dull your complexion and leave behind skin that feels deeply cleansed and hydrated.

- Rinse off

2) Charcoal Mask—Avoid eye area

- Apply to face—cheeks, chin, nose and forehead
- Activated charcoal acts like a magnet to unclog pores allowing them to shrink, absorb oils, bacteria & impurities. Navy bean extract to brighten.
- Leave on a few minutes (normally 20 mins)
- Rinse off

Or Timewise Repair Facial Peel—Avoid eye area

- Apply to face—cheeks, chin, nose and forehead
- This chemical facial peel harnesses the power of glycolic acid to eliminate skin-dulling dead cells. Due to this superstar ingredient, skin's own natural renewal process is enhanced, and younger-looking, more radiant, brighter skin is revealed. Utilize the gentle effectiveness of this at home chemical peel to see skin that looks rejuvenated with reduced fine lines and wrinkles.
- Leave on a few minutes (normally 10 mins) and use 2 times weekly.
- Rinse off

Or Timewise Microdermabrasion Plus Set—Avoid eye area

- Apply Microdermabrasion Refine-Step 1 to face—cheeks, chin, nose and forehead
- Microdermabrasion Refine is a physical exfoliator that reduces the appearance of fine lines and gently refines skin's texture as it removes surface dead skin cells and build-up from pores.
- Rinse off
- Apply Pore Minimizer-Step 2 to face—cheeks, chin, nose and forehead
- Pore Minimizer goes beyond skin texture to tighten the look of pores. With pores cleared of build-up and dead skin cells, Pore Minimizer works immediately to reduce their appearance. And the results get better over time.
- The Pore Minimizer nourishing serum helps calm and comfort skin. It's the perfect after-step to Microdermabrasion Refine to reduce any appearance of redness and soothe delicate skin. Working together 2-to-3 times a week, both products dramatically improve skin texture for a high-definition-worthy complexion!

Products continued:

3) Advanced Lifting Serum—Avoid eye area

- Apply to face—cheeks, chin, nose and forehead
- Reach for this next generation serum to reclaim your triangle of youth. Tackle a sagging jawline, hollow cheeks and crepiness on the neck with an age fighting facial serum that uses peptides, plant stem cells and advanced extracts to deliver impressive results.
- Leave on face. Apply in morning and evening after the foaming cleanser.

- 4) Day Cream—Avoid eye area
 - Apply to face—cheeks, chin, nose and forehead
Help reduce the look of existing damage while protecting against the effects of everyday environmental exposure. This day moisturizer protects skin against UVA/UVB damage w/SPF 30, increase skin moisture for 12 hours and restores the look of skin's even tone. Resist visible aging like never before.
 - Leave on face. Apply in morning after Advanced Lifting Serum.
- 5) Night Cream—Avoid eye area
 - Apply to neck for now, so you can enjoy this. But normally you would apply this in the evening after cleansing, instead of day cream.
Prepare for a new level of beauty sleep. End your night with encapsulated retinol-infused night cream that restores the look of skin's youthful cushion and even tone. Sleep easy knowing that this repair cream increases skin moisture for 12 hours—perfect for resting and rising to beautiful skin.
 - Leave on face. Apply in evening after Advanced Lifting Serum.
- 6) Eye Renewal Cream—Use ring finger
 - Apply under eyes and can also be apply on lid and entire eye area. Just be careful not to get into eyes.
This advanced peptide eye cream targets visible deep lines, dark circles, bags and upper eyelid droop. This undereye cream increases skin moisture for 12 hours and targets crepiness and dry skin. A sculpted medal applicator tip massages your skin, helping to stimulate the undereye area.

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