

Skin Care Class Positive Questions

Hostess Information

1. Aren't you happy to know that just by coming here tonight you are helping _____ earn \$100 in free product? You too can earn \$100 FREE!!
2. Wouldn't it be terrific to earn a discount on products you want while sharing some girl time with you friends and treating them to younger and more radiant skin.
3. Isn't it great to know that you can earn your Mary Kay for free; especially in this economy?

Company Information

1. Doesn't it give you confidence to know that Mary Kay was a real woman and not a commercial invention?
2. Isn't it amazing to see in 45 years we've grown to more than 1.6 million beauty consultants?
3. Isn't it good to know that a billion dollar company has the priorities of God first, family second, career third?
4. Can you get excited about a company that has been the #1 best-selling brand of facial skin care and color cosmetics in the U.S. for 14 out of the last 15 years?
5. Doesn't it give you confidence to know that you are buying products from a company that is ranked #3 in brand loyalty only behind only behind Google and Avis and received the "O" award from Oprah for our concealer (in April 09 issue)?
6. Aren't you happy to find out that Mary Kay offers a 100% money back guarantee?
7. Wouldn't you prefer using products that have a 100% satisfaction guarantee and won't add to your cosmetic graveyard?
8. Wouldn't you agree that it is best to have a beauty consultant who knows and understands all of your personal needs, and is only a phone call away?
9. Wouldn't you agree that you deserve to be provided with the great customer service I provide as your lifetime Mary Kay beauty consultant?
10. Aren't you impressed to find out that the Mary Kay Ash Charitable Foundation donated 4.9 million towards victims of domestic violence and research of cancer that affects women?
11. Isn't it amazing to find out that through the recycling of the classic Mary Kay compacts we were able to plant the entire Bitterroot National Forest of over 100,000 trees?

Product Knowledge (in order of application at a S.C.C.)

Satin Hands:

1. Wouldn't it be terrific if you could achieve softer, smoother skin simply by washing your hands?
2. Can you imagine how soft your feet would feel too?

Satin Lips:

1. Can you imagine how satiny smooth your lips will feel the next time you smooch that special someone?
2. Isn't it good to know that the lip balm has no alcohol and will moisturize your lips for up to six hours?
3. Wouldn't you be happy to find a long-wearing lip balm that hydrates your lips for up to six hours?
4. Wouldn't it be satisfying to have that special someone compliment you on how smooth and silky soft your lips are?

Cleanser:

1. Can you see the time-saving advantage of a cleanser that combines the 1st three steps of skin care in one bottle?

Microderm Set:

1. Doesn't it give you confidence to know that the 1st step of Microderm uses the same exfoliating crystals as the dermatologists office for a fraction of the cost?
2. Aren't you glad that Mary Kay's Microderm has a 2nd step that helps cool, soothe, & replenish your skin with needed nutrients?
3. Can you get excited about giving yourself that younger looking glow in the comfort of your own home for a fraction of the cost?
4. Can you see the advantage of using a Microdermabrasion treatment that can be done in the privacy of your own home with instant results of smoother and refined skin for the fraction of the price of a salon treatment?

Day Solution:

1. Isn't it about time that a company created a light-weight, non-greasy, daily-use sunscreen with an SPF of 25 that is specifically for your face?
2. Isn't it fantastic to know that a lightweight product will protect your skin from harmful UVA and UVB rays while helping to relax expression lines?

Night Solution:

1. Do you see the benefit in a night solution that contains vitamins & collagen-enhancing peptides while smoothing, nourishing, & firming your skin while you sleep?

2. Doesn't it give you confidence to know even when you're sleeping the Night Solution is hard at work nourishing, smoothing, and firming your skin?

Age-Fighting Moisturizer:

1. Don't you feel that it is best if your moisturizer is specifically formulated for your skin type & will hydrate your skin for up to 10 hours?

Miracle Set/Skin Care Results Questions:

1. Doesn't it make sense to use products that are synergistic, designed to work together?
2. Can you get excited about an 83% reduction of fine lines and wrinkles?
3. How many of you would get excited about seeing these type of results after just 12 weeks of use?
4. Isn't it great to know that your entire skin care regimen is laid out right here and I can answer any of your personalized beauty questions?
5. Do you see the benefit of having all your products in one line that are formulated to work together?
6. Isn't it about time you start pampering your skin for a few short age-reversing minutes a day?
7. How many of you could get excited about reducing fine lines and wrinkles without the pain & expense of surgery?
8. Wouldn't you agree that in order for you makeup to look good it should have a great canvas?

Oil-Free Hydrating Gel:

1. Doesn't it make sense to hydrate your skin at the cellular level for up to 10 hours with this quick-absorbing oil-free gel?

Indulge Soothing Eye Gel:

1. Can you see the advantage of leaving the house with eyes that look & feel awake?

Age-Fighting Eye Cream:

1. Do you see the benefit in a lightweight cream that minimizes fine lines & wrinkles around the eye area?

Firming Eye Cream:

1. Doesn't it make sense to brighten, firm, & moisturize the eye area in addition to minimizing fine lines & wrinkles?

Oil Mattifier:

1. Isn't it wonderful to find a product that will absorb oil & control shine for up to 8 hours?

2. Doesn't it give you confidence to know that you can hide the shine in little to no time?

Medium Coverage Foundation:

1. Aren't you looking forward to using a transfer-resistant, lightweight foundation that will help control excess oils for up to 8 hours?
2. Aren't you looking forward to using a foundation that has oil absorbing properties and won't settle into fine lines?
3. How many of you would enjoy walking out of the house with a flawless, professional appearance?

Sheer Mineral Pressed Powder Foundation:

1. Doesn't it make sense to have a professional, flawless, finish and seal the deal for your colors?

Eye Primer:

1. Doesn't it make sense to prime your eye with a product that is proven to extend & intensify eye color?
2. Isn't it great to look in the mirror at the end of the day and see that your eye shadow is still there?

Ultimate Mascara:

1. Wouldn't it be great to find a mascara that lengthens, thickens, & separates all in one container?
2. Who can see the time saving advantage of throwing away that scary eyelash curler?

Eye Make-Up Remover:

1. Don't you agree that it is important to gently remove eye make-up each night to help prevent aging?

Nourishine Lip Gloss:

1. Aren't you glad that Mary Kay's nourishine lip gloss provides beautiful color and is saturated with moisturizers and conditioners?

Compact/Color:

1. Wouldn't it be great to make the initial investment of our magnetic, scratch-proof compact any only have to refill it periodically?
2. Doesn't it make sense to have a compact that is customizable, reusable, and refillable to fit your needs?

3. Wouldn't it be reassuring to work with me one on one to develop a make up look that is tailored to the shape of your face and eyes and will look flawless with your skin tone and eye color?
4. Wouldn't you ladies agree it's best to have a one on one consultation, so that I can work with you to pick out customized colors that are going to be best for your skin tone, hair color, eye color, and wardrobe?

Visibly Fit Body Lotion:

1. Wouldn't you be happy to find a body lotion that helps to reduce the appearance of cellulite and spider veins and helps to smooth and soften the skin all over your body?

Recruiting Questions

1. Can you see the value of being a part of a company that has unlimited earning potential and support?
2. Isn't it worth considering that if you spend \$_____ a year on skin-care and make-up you can save 50% just because you are a Beauty consultant?
3. Wouldn't it make a difference if you could earn an extra thousand dollars a month on your schedule?
4. Isn't it exciting that you can move up as quickly as you want in a company that has no glass ceilings and unlimited earning potential? I mean WOW!!
5. Wouldn't it be marvelous to surround yourself with powerful women and work for a company that gives women the opportunity to achieve their wildest dreams?