

FLAWLESS FINISH PARTY

Get a ticket for prize giveaway for each "pink task" completed before the end of the party.

BEFORE

- Cleanse, Moisturize
- Match Liquid Foundation (Refer to Foundation Chart for concealer and powder colors)

OPENING

- **H**ostess & Heart Story
 - Hostess: earns free products & gets 5 entries into our Handbag giveaway!
 - 30 second Heart Story: Why I love my Mary Kay
- **A**ffirm benefits
 - Try before buy [Download free Virtual Makeover app](#)
 - 100% guarantee
 - Personal Consultant [Save my contact info in your phone as "Mary Kay {my name}"](#)
- **P**rocess
 - Focus on creating a flawless face with tips & tools [Book a Skin Care or Makeover appt to try more](#)
 - Pink Ticket game and Individual closings
- **P**urchase
 - Products are available tonight ; accept various forms & payment plans
- **Y**ou
 - My heart-to-heart sharing goal; entry into Handbag giveaway! [Book the chat to help me reach goal](#)
 - Slideshow: "When you choose MK"; Watch what I do; MKA said there's a future consultant at every party

PRODUCTS

- Foundation Primer acts like a magnet ; SPF 15 ; fills in imperfections for a smooth finish
- Foundation Brush tapered brush; works with contours of face around nose, mouth, eyes & hairline
- Liquid Foundation matte or luminous; age-fighting formula; skin instantly looks firmer, younger & healthier
- Under Eye Corrector peach undertone neutralizes blue/purple ; dab to dark areas; don't swipe/blend too much
- Perfecting Concealer (as a Concealer) gently pat into place; for puffy eyes apply under the puffiness (as a Highlighter) apply in large area under the eyes; blend edges with flat side of brush
- Translucent Powder for ALL skin tones; distribute evenly over face; sets makeup and reduces shine
- Mineral Powder weightless; controls shine; all skin types
- Bronzing Powder start under cheek bone; follow the shape of an "E" or "3" around the edges
- Cheek Color do not go below the level of nose or above eyes; wispy swoops towards the apples
- Finishing Spray keeps makeup looking freshly applied; staying power up to 16 hours; any skin type

CLOSING

- Compliment Time & After Pictures - [Take selfies & text to consultant](#)
- Special gift for hostess when there are 2 bookings – [Book a Skin Care or Makeover appt to try & learn more](#)
- Menu Closing sheet (PERFECT) – walk through from top to bottom; show features of the Brush Collection
- Slideshow "Discover what you love" & Pink Ticket game - [Book the heart-to-heart chat for later or after the party](#)
- 3 questions to answer on back of profile card:
 - 1) Which product(s) created the most WOW factor for you?
 - 2) At your follow up appointment with friends, what product(s) would you love to earn free?
 - 3) After watching the slide show, where are you on a **1-5 scale** as far as interest in MK opportunity? (1 = Never for me; 5 = Very interested) Also, I'm scheduling 15 minute chats to reach my sharing goal this week. Are you Yes, Sure, or No? (**Yes** = I'm interested & look forward to a chat; **Sure** = I'm not interested in being a consultant, but Sure I'll help with your goal & get into the Handbag giveaway!; **No** = I'm not interested in being a consultant, or in having a chat, or receiving a small thank you gift.)