

/To prepare for your VIRTUAL events! SKIN CARE



Scripts to invite for the HOSTESS

Hi xxxx! It's Audrey! I'm so excited! I'm doing a Winter (summer/spring/fall) skin care session!!! I'm doing a 40 minute Virtual party. You get a customized Beauty Bag of sample for FREE if u can join us! My goal is to have at least 10 people. I would love for you to be one of my 10. Can I add you to my list?

IF you are using samples, you will need this info

Name, address, phone, skin type

List of supplies for your beauty bag...

- Look Book OR text link to Look Book from MK eCatalog app
- Referral Doc, Create-a-Rollup doc
- TW 3D samples, Microdermabrasion samples
- Clearproof Charcoal mask sample
- Moisture Renewing Gel Mask sample
- Optional Sample Item of your choice
- Pack all of this inside a 6x9 bubble mailer.



Sassy Stickers

www.mysassystickers.com is where I get all of my stickers that I put on the Beauty Bags that I mail out!

I use decorative bubble mailers size 6.25x9 from www.mailersusa.com, Amazon, and www.valuemailers.com for the Beauty Bags.



For your shipping needs go to www.pirateship.com or for more information check out this video <https://youtu.be/MlzPtx5v7Pg>

For labels you can try https://www.amazon.com/dp/B016CV811U/ref=cm_sw_r_cp_api_i_6ZKPEb2Q6R3KB

For a postage scale you can visit https://www.amazon.com/dp/B078SNH83F/ref=cm_sw_r_cp_api_i_pVKPEb280JNGZ

Refer a Friend!

Nominate female friends over 18 ANYWHERE in the United States, and get prizes!

1.
2.
3.

3 friends = mini mascara

6 friends = mini deluxe mascara

4.
5.
6.

10 friends = half priced mascara

7.
8.
9.
10.

15 friends = free travel eye makeup remover + half priced mascara!

11.
12.
13.
14.
15.

20 friends = FREE mascara!

16.
17.
18.
19.
20.

Customer fills out the Refer a Friend document, takes a picture of it and texts it back to you.

VIRTUAL REFERRAL SCRIPT

Hi! This is Mary Kathryn n we r both friends with Amy Koziorowski. Is this Chrissy?

Yes

Yay! Congratulations! She gave u a virtual skin care session and a \$20 gift care bc she said u r so much fun! Want the details??

YES!

Add a selfie pic and send this...

It gets even better! U get to try our skin care and awesome microdermabrasion, charcoal mask, and your gift certificate if for you to use in case you'd like to purchase a set...if not, you're going to go on your way looking and feeling great anyway!

10 Tips to look GOOD on CAMERA!

1. LIGHT...Diffused day light; Walk around the house to get the best light; Light down, side, behind not good; grab a lamp of needed; Ring Light is even better
2. ANGLE...NEVER EVER angle from below; get laptop on a box just above eye level; a tripod is great for this
3. From the chest up look great-front of your hair and face
4. Background-tidy up
5. Look at the camera lense NOT at yourself
6. Try not to touch your hair and face
7. Try not to have kids, animals, etc present
8. Dress top 1/2 in color-not black or white if possible
9. Assemble props prior to start
10. Prepare your thoughts



Which is better for u, beginning or the end of the week?

I use this CLOSING SHEET and I text my marketing call instead of a piece of marketing literature.

COACHING THE GUESTS

Begin this series of Coaching the Guest text messages 4 days prior to the event

Hi Alisa! Amanda said u can join us for our virtual skin care experience next Tuesday, is that right??

ADD BIZ CARD PIC

Yes!

Yay! Here are some tips to prepare for the VIRTUAL Beauty Session

ADD TIP PIC

The flyer is titled "Today Only Deals" and features several product categories: Repair, 3D Miracle, Naturally, MK Men, Clearproof, and Botanicals. It lists various skincare sets with their prices and savings. For example, the "Repair" set is \$215 (save \$41) and counts as 4 sets. The "3D Miracle" set is \$120 (save \$12) and counts as 2 sets. The "Naturally" set is \$144 and counts as 2 sets. The "MK Men" set is \$70. The "Clearproof" set is \$50. The "Botanicals" set is \$60. There are also "Spa Bar Sets" listed at the bottom, including a "Best Sellers Bundle" for \$58, a "Facial Peel" for \$68, a "Microdermabrasion Plus Set" for \$58, a "Masking Set" for \$61, a "Retinol 0.5 Set" for \$120, "Hydrogel Eye Patches" for \$40, "Serum C+E" for \$60, and a "Deep Wrinkle Filler" for \$50. A "50% off" promotion is offered for the Skinivorate Sonic Brush. A "Travel Roll-Up Bag" is available for half off for 3 sets and free for 4 sets. A "Host a Party & get 50% off your order!" offer is also present. The flyer includes logos for Mastercard, Visa, Discover, and American Express.

Your Virtual Beauty Experience is almost here!

Here are some tips!

1. Please ADD THE ZOOM APP to your device.
2. If you have an Ipad, it's better than your phone because you will see better...but NOT necessary.
3. If you are on your phone, swipe right to left to SEE everyone.
4. Be in front of your bathroom sink.
5. Have your washcloth ready.
6. Get ready for FUN!



2 days before the event date

Good Morning! I'm so excited about our virtual session! Check out these results from other customers and the products u will be trying!

ADD BEFORE AND AFTER PICS HERE



1 day before the event date

Want a COUPON to spend tomorrow? If u want, u can listen to this SHORT 24/7 recording & get an instant E-card to spend during the party!

It's EASY, just listen & hang up while u r in ur car on the way home from work!

Listen to what's HOT PINK today in LESS than 5 minutes!

Listen to my Vox [HERE](#)

Day of event

Here is your link to FUN at 6 p.m. CST! See you soon! (Include your Zoom link)



HOSTESS COACHING

3 days before the event...

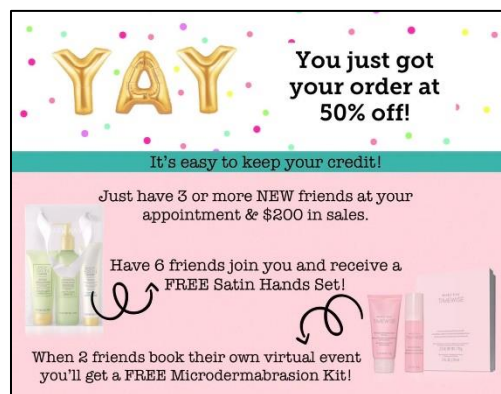
It's getting closer! I can't wait to "see" you again! Be sure to let your guest know how great their skin will fell! Get ready for fun and free stuff!

1 day before the event

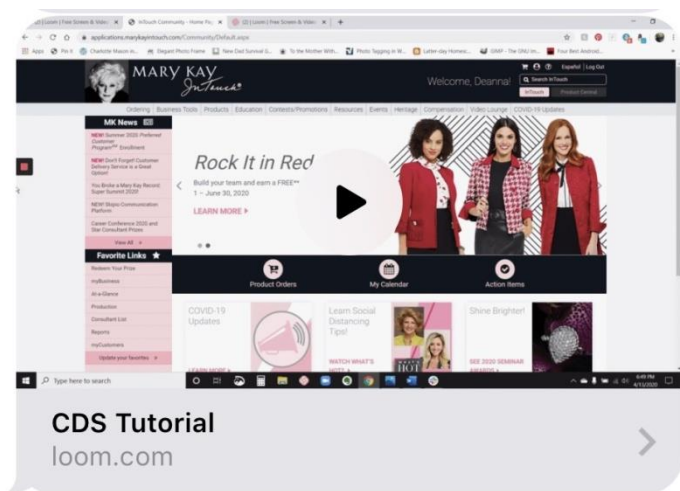
I can't wait to SCORE as much FREE stuff as I can for you tomorrow! Can you send a 10 minute reminder right before we start in case people get distracted on time? Encourage your guests to host their own event so you get the Microdermabrasion set PLUS! When you have 6 guests join the session, you get a FREE Satin Hands set!

AFTER the event

Immediately CALL and close the sale with the DAVID COOPER 85 second close. I'm offering this hostess special.



Not sure how to send an order through the Customer Delivery Service?? Click [HERE](#) to learn how!! It's fast, it's easy, and it arrives beautifully packaged for your customers!



ROLE PLAY the individual **CALL** after a **VIRTUAL PARTY** featuring Mary Kathryn King and Sarah King! Click [HERE](#) for the message!

Getting REFERRALS at your **VIRTUAL PARTY** featuring Mary Kathryn King! Click [HERE](#) for the message!



Disclaimers:

*I in no way support, encourage use of, or derive any income from any of these third party suppliers. I am simply sharing sources that others have used. *These scripts and ideas have been successful for me, however, I, in no way, guarantee same.