

The New Beauty Experience

Mint Bliss Energizing Lotion: a cool mint formula with rosemary and willow bark that help create a cooling sensation that help feet and legs feel pampered and revived. Hydration for tired legs allowing them to feel instantly revived.

Volu Firm Cleanser : washing your face with a silk cloud, whipped foaming face wash luxury cleansing system Maintains moisture balance: Renews skin radiance: Skin feels supple: Leaves skin feeling pampered: revitalizes, renews and goes way beyond cleansing.

Charcoal mask: deep cleansing pore de clogging charcoal mask, wash off not ripp off, gently sanitizing the skin for ultimate purity of the pores - triple action charcoal for oil absorption, shine reduction and skin purification - navy bean and honey suckle - also bentonite clay

Moisture renewal gel mask: this clear gel will renew the proper levels of moisture to your skin leaving a plump. Hydrated feel that last for days. Skin appears less stressed, feels nourished, purified and calmed

Revealing radiance facial peel: thin layer of glycolic acid to gently dissolve away dead skin and impurities leaving your skin radiant and glowing and silky to the touch. brightening, tightening and smoothing

Salon Grade Microdermabrasion plus: deep exfoliation for polished, younger skin and significantly smaller pores, high definition look, Persian silk tree bark extract and soy bean extract in Pore Minimizer are shown to support factors important to skin + , which may help tighten the look of skin overall and around pores. Skin calming and comforting benefits on skin's surface provided by Pore Minimizer are assisted by sea whip extract and evodia fruit extract. These two ingredients have been shown to support signals associated with skin calming and comfort+ .

Volu Firm Night moisturizer - a balancing treatment that restores triple hydration with retinol restoring skin's elasticity and firmness as you sleep. Plant stem cells and specialized peptides that promote skin renewal - accelerates cell turnover for a radiant look

Indulge soothing eye gel: reduces eye puffiness and soothes and calms tired eyes with a hint of cucumber and green tea to give your eyes the appearance of extra sleep and awakens!

Satin lips :This expertly formulated scrub also includes sunflower oil, known to be rich in the antioxidant Vitamin E. Gently massage this confection onto lips and whisk away dryness. Lip texture is immediately improved and lips are left looking revitalized. Shea Balm: Used for centuries to protect, enrich and soften skin, shea butter is known to contain omega-3s. Omega-3s are known to help maintain skin's natural moisture barrier, and when skin's barrier is protected, precious moisture is less likely to escape. A perfect ingredient for your everyday spa experience, shea butter wraps skin in creamy hydration bliss.

Smooth Action Cellulite Gel Cream: This potent gel cream takes glycolic acid, caffeine, argan oil plus botanical and marine extracts and combines them into a powerful formula that visibly minimizes the appearance of stubborn cellulite and recaptures skin's youthful appearance.

Beauty Experience Packages

Platinum

\$120 in retail products of your choice for only \$35

The ultimate high-end luxury products, including a deep cleansing Mary Kay® facial, satin hand & lip treatment, expert foundation matching, & your guests' choice of: pore de-clogging charcoal mask treatment, OR revealing radiance facial peel, OR salon-grade micro-dermabrasion treatment for you plus 8 girlfriends!

*Hostess receives a free trial of the new Korean treatment Biocellulose Mask.

Gold

\$100 in retail products of your choice for only \$35

The ultimate high-end luxury products, including a deep cleansing Mary Kay® facial, satin hand & lip treatment, expert foundation matching, & your guests' choice of: pore de-clogging charcoal mask treatment, OR revealing radiance facial peel, OR salon-grade micro-dermabrasion treatment for you plus 5 girlfriends!

Silver

\$75 in retail products of your choice for only \$35

Enjoy incredible products, including a deep cleansing Mary Kay® facial, a deep cleansing charcoal mask, spa hand & lip treatment, and expert foundation matching. This experience for you plus 3 girlfriends!

Bronze

On-the-go experience to enjoy amazing products including a deep cleansing Mary Kay facial, spa hand & lip treatment, and expert foundation matching for you at your convenience!





Mary Kay

BEAUTY EXPERIENCE PACKAGES

Platinum *\$120 in retail products of your choice for only \$35*

The ultimate high-end luxury products, including a deep cleansing MK facial, satin hand & lip treatment, expert foundation matching, & your guests' choice of: pore de-clogging charcoal mask treatment, OR revealing radiance facial peel, OR salon-grade microdermabrasion treatment for you plus 8 girlfriends!

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Gold *\$100 in retail products of your choice for only \$35*

The ultimate high-end luxury products, including a deep cleansing MK facial, satin hand & lip treatment, expert foundation matching, & your guests' choice of: pore de-clogging charcoal mask treatment, OR revealing radiance facial peel, OR salon-grade microdermabrasion treatment for you plus 5 girlfriends.

Silver *\$75 in retail products of your choice for only \$35*

Enjoy incredible products, including a deep cleansing MK facial, a deep cleansing charcoal mask, spa hand & lip treatment, and expert foundation matching.

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Bronze

On-the-go experience to enjoy amazing products including a deep cleansing MK facial, spa hand & lip treatment, and expert foundation matching for you at your convenience!

Did You Know

Did you know...this about Mary Kay?

Circle your answer

- Y or N Only 3% of females in the U.S. make over \$100,000 a year ... and of that 3%, 70% of those women are in Mary Kay.
- Y or N Mary Kay products have earned the prestigious Good Housekeeping Seal of Approval and are recommended by the Skin Cancer Foundation.
- Y or N There are over \$180 million dollars worth of Mary Kay cars on the road today.
- Y or N Part-time Consultants, working 4-6 hours a week can earn \$150-\$300 a week.
- Y or N The Wall Street Journal names Mary Kay as the company with the best trained and highest paid women in America.

Are these important to you?

- Y or N To be able to balance life with Faith 1st, Family 2nd, Career 3rd
- Y or N Extra money
- Y or N Prizes, awards & recognition
- Y or N To be their own boss, work from home
- Y or N Flexibility, more personal and family time
- Y or N Improve self-esteem and confidence
- Y or N Tax advantages

Put a ♥ next to the thing that is most important to you!

Does your career ...

- Y or N Offer flexible working hours?
- Y or N Pay you over \$25-\$60 per hour?
- Y or N Offer you a car AND pay a portion of your car insurance?
- Y or N Is your Career the Career of a LIFETIME?

On a scale of 1-10 ... My number is _____

- 1 - I don't have any questions, and wouldn't want to know anymore about MK
- 5 - Aren't allowed! (it voids your entry for the bag)
- 10 - I have a lot of questions and would want to hear some more info about MK :)

Name: _____ Your Consultant: _____

Phone Number: _____ Date of Appointment: _____

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Spa Experience

OUTLINE

1

Set up:

Candles, spa music, washcloths warming, demo products on table

Tray Set up:

See insert, disposable washcloth, cotton pads, profile card, pen

Before the Party:

Satin Hands, guests fill out profile cards, match foundation

2

Introduce Yourself:

Let's get started! My name is _____ and I am a Beauty Consultant with MK. I have been working my business for ___ years.

Thank Hostess:

I want to thank our Hostess for having us over today and for helping me plan our Beauty Experience. To show her my appreciation, here is a gift for you. She is also earning a shopping spree and half price items today!

Introduce Guests:

Let's get to know each other! Tell me your name, what you do, how you know the Hostess and one thing you love about her.

3

Booking Bags:

In the middle of the table are these 2 bags that are up for grabs. Inside is everything you need to plan your next experience and some FREE samples. The Hostess gets a half price item for each bag taken when you pencil in a date for your next experience today. Who wants a bag?

4

NEW MK:

Today we will experience Spa-like quality treatments, learn how to care for our skin and enjoy some girl time. I love that MK has a "try before you buy" approach and a 30 day satisfaction guarantee to eliminate beauty buying mistakes! We will learn about MK the company, play some games to WIN some prizes and I'll meet with everyone individually at the end!

5

Guessing Game:

- ◆ Who started this company?
Mary Kay Ash
- ◆ What year was MK established?
1963
- ◆ We started with 9 Beauty Consultants. How many million are there today?
4 million
- ◆ MK started in Dallas, TX. How many countries are we open in today?
40

6

A Company with a Heart:

We are a company with a heart and I'm proud to tell you about the Mary Kay Foundation. We support two causes. Does anyone know what those two causes are?

Year to date, we raised 50 million dollars to help eradicate Domestic Violence and 20 million dollars to fund the research to find a cure for all Women's Cancer.

7

Wipe Away the Day:

Let's wipe away the day! We will start with the part of the face that ages first. For a ticket, who knows what that is?
Eyes

Go to "Product Info" page

- ◆ Eye Makeup Remover
- ◆ Cleanser

8

Apply treatments:

Go to "Product Info" page

- ◆ Bio Cellulose Mask
- ◆ Charcoal Mask
- ◆ Moisture Gel Mask
- ◆ Revealing Radiance Facial Peel
- ◆ Microdermabrasion

Continued on next page.

Spa Experience

OUTLINE

9

Did You Know Game:

Go to "Did You Know Instructions" page

10

Remove Treatments:

Peel off Bio Cellulose Mask and apply extra serum.

Apply washcloth over face. Sit back and relax. Remove treatment with washcloth.

Go to "Product Info" page

- ◆ Satin Lips
- ◆ Soothing Eye Gel

11

Finish Facial:

Go to "Product Info" page

- ◆ Day Solution
- ◆ Night Solution
- ◆ Moisturizer
- ◆ Eye Cream
- ◆ CC Cream

12

Compliment Time:

It's Compliment time!

Hold up your mirror.

Check yourself out!

Look at your neighbor.

Give her a compliment on her skin!

13

Referral Game:

It's time for a game!

You'll need your cell phone, Profile Card and a pen.

Turn over your profile card and look at the top right pink section.

I'm giving each of you 10 \$10 Gift Cards to give to your favorite ladies at their Beauty Experience.

When I say "go", the first one to get to 5 names and numbers gets 5 tickets! The first one that gets to 10 gets 10 tickets. Ready, set, GO!

(Clean up table)

14

Table Close

Use "Spa Experience Specials" Set Sheet

(Show each set and explain Spa Bar items)

We take all major credit cards, personal checks and cash. We also have creative financing:)

There is one last set! Let me show you what comes in it.

(Show Starter Kit contents on table)

This set includes all of these products, everything you need to run a successful MK business and a FREE business coach for \$100.

Here is our last chance to earn tickets!

If I had 5 minutes to answer any question about the MK Business Opportunity, what would you want to know? First question gets 5 tickets!

15

Closing Questions:

Turn over your Profile Card.

On the back number 1-4.

Let's answer these closing questions together.

- ◆ What was your favorite part of today?
- ◆ What set did you LOVE the most?
- ◆ For your Next experience would you prefer Spa or Color?
- ◆ I need to practice sharing the business opportunity facts with 10 people this week. Would you prefer to give me your opinion over coffee or on a call?

Let's see who won the PRIZE!

16

Individual Close:

Now the Hostess will serve refreshments and I'll break for Individual Closes. Does anyone need to leave early? (If no one has to leave early pick the most excited guest)

Questions

- ◆ How does your face feel?
- ◆ What set would you like to take home with you today? (Give product and close sale)
- ◆ For your next experience would you prefer Spa or Color? (Book her)
- ◆ Did you prefer Coffee or Call to help me with my training? (Schedule coffee or call)

Product Info

- Eye Makeup Remover:** This product is Mary Kay famous! It has bragging rights because it outsells every other company 10-1. Shake it up and apply it to your cotton pad. Gently wipe away eye makeup and residue in the eye area. This is oil free, ophthalmologist tested and loaded with lash conditioners. Feel your lashes!
- Cleanser:** The 3 in 1 Cleanser cleanses, exfoliates and freshens all in one step! Scoop up the cleanser in #1 and apply to face in upward outward motion avoiding the eye area. This comes in 2 formulas-normal to dry and combination to oily. You would use this morning and night. Remove this with your washcloth. How does that feel?
- Bio Cellulose:** This mask lifts, firms and restores hydration for 24 hours! Unfold Mask, remove layer of paper, apply to face, remove top layer of paper and smooth over face. This also reduces fine lines & wrinkles. Use at bedtime for 30 min 1-2X/week. How does it feel?
- Charcoal Mask:** This mask detoxifies pores. Apply to face avoiding eye area. You can apply this just in the T-zone or all over face. Spearmint extract gives you a cooling sensation. This mask holds double its weight in impurities. Apply for 10 min 2-3X/week. Let's watch and see it work while it dries.
- Moisture Renewal Gel Mask:** This mask restores hydration back to 100%. It's the only mask you can sleep in! Apply all over face avoiding the eye area. Leave on overnight or just for 10 minutes and rinse off, use 2-3 times per week. This is also great after a day in the sun!
- Revealing Radiance Facial Peel:** This isn't something you peel off the skin. It dissolves dead surface cells for multilayer exfoliation. Apply all over face like a thick moisturizer. It may feel warm and tingly. This Glycolic acid is safe for at home use up to 2X/week. This stays on for 10 min and then we will remove with a washcloth.
- Microderm Refine:** Lets try this on the back of your hand. Scoop up the Refine. This is not Apricot Scrub! lol These are spa grade aluminum oxide crystals that grate away the dead surface cells. I prefer to use in shower 2X/week and rinse crystals down the drain. Remove with your washcloth.
- Pore Minimizer:** Now apply Pore Minimizer to the hand you treated with the Microderm. This soothes the skin and fills in pores leaving the skin #FLAWLESS. Compare your hands-what do you see? Imagine seeing and feeling this on your face!
- Satin Lip Scrub:** At the top right hand corner of tray, there are 2 products called Satin Lips. Start with the left and apply sugar scrub in circular motion over lip are to exfoliate dead surface cells. (Tastes like fruity loops;) Use this twice a week or as needed. Remove with washcloth and fan lips dry.
- Satin Lip Balm:** Apply product to the right of that. This is a Shea butter balm that gives lips hydration. It's rich in Omega 3's to strengthen the natural moisture barrier and keep moisture in. I use this daily! Especially at night time before bed.

Continued on next page.

Product Info

continued



Soothing Eye Gel: I'm going to pass around the Soothing Eye Gel. Apply this on your eye lid and under it. This soothes and calms tired eyes with cucumber and green tea. You can keep it in the fridge to chill the gel and it's great for allergy season. How many of you work at a computer? It reduces the strain, refreshes the eye area and restores the moisture back to 100%. Use this daily under or on top of makeup.

Day Solution: At the bottom left in your tray is Day Solution. Apply forehead, nose cheeks and chin in an upward outward motion. For an everyday routine, you'd apply this after cleanser in the morning. This is not a moisturizer. This contains SPF 35, calming peptides and light diffusers. We call this #SELFIEREADYSERUM! One pump is all you need.

Night Solution: I'm going to pass around the Night Solution. Take one pump to apply to neck to experience how it feels. You would apply this after cleanser at night time. It looks like a party in a bottle! These patented microbeads are packed with vitamins, peptides and botanicals to deliver fresh nutrients to produce anti-aging results. It's like Spanx for your face:)

Moisturizer: Next, apply your Anti-aging Moisturizer all over face and neck avoiding eye area. You would apply this morning and night to keep skin firm, supple and hydrated. It comes in two formulas; normal to dry and combination to oily, fights age and delivers 10 hours worth of hydration with each application.

Eye Renewal Cream: Now it time to hydrate the eye area. Using the ring finger, apply eye cream under eye, around outside corner and on the lid. The Eye Renewal Cream targets deep lines, sagging, bags and upper eyelid droop. We call it the BEAST! The metal tip instantly reduces eye area puffiness. Use this morning and night for best results.

Foundation Primer: The last step to a great skin care routine is foundation to protect the pores. First, apply the Foundation Primer all over face in a gentle patting motion. This clear gel acts as a magnet to hold foundation on and as a buffer to fill in imperfections and make the surface look more flawless. It reduces redness, has an SPF 15 and protects pores from environment and impurities. How does that feel?

CC Cream: Our last and final step is foundation. Apply with Liquid Foundation Brush or fingers in a downward motion This feels and looks like a tinted moisturizer providing sheer coverage. It includes an SPF 15, fights age, color corrects, delivers a natural looking finish. For a ticket, guess how many women are wearing the wrong foundation shade? Answer: 70% We pride ourselves in custom matching your foundation and we provide several different kinds of foundation coverage in every shade.

Did You Know

INSTRUCTIONS



Let's play a game!

Who likes prizes?

Good me too:)

You'll get to earn LOTS of tix for our drawing PLUS you'll be entered in the drawing to WIN a Kate Spade Bag!

Let's get started!

First, at the bottom in the pink section fill out your name, phone number, date and consultant name. I get credit for this:)

Let's go to the top section.

This is not true or false. All these statements are true.

You just circle Y or N to determine whether you knew this or not.

Who wants to read the first one for a tix?

1. This is a sad statistic for women in America but a great statistic for MK!
2. To date we have 5 products that have earned the Good Housekeeping Seal of Approval! All our products containing sunscreen are backed by the Skin Cancer Foundation. I like to share this with you before you try the product!
3. That's more than the US Government! We have 4 different car options. For a tix, can you name one of the makes and models? For another tix, name one of the 3 colors! To date there are 1300 Pink Cadillacs driving around the US.
4. Now that's girl sized pay! Typically when we think of part time pay we think of how much? Minimum wage up to \$10-\$12/hour. Who has time to give up all those hours for such little pay?!
5. When I got started one of the things I loved the most was that it only cost \$100 to buy my Starter Kit but along with that I got assigned a business coach. I felt comfortable knowing that she would help me no matter what; whether I chose to run this as a "fun hobby that pays me", a "part time business to supplement income" or as a "career".

Continued on next page.

Did You Know

INSTRUCTIONS



continued

Now lets go to the middle section.

What I want to know is are these things important to you? Again circle Y or N.

1. Mary Kay always said life flowed when her priorities were in this order. Usually we are not allowed to share our faith, no one cares about our family and all they care about is that you show up to work. Can anyone relate? Mary Kay is so different!
2. Money does not buy happiness but it does buy choices that lead to happiness. For a tix, if you could earn extra money, what would you save it for or spend it on? If your boss asked you to stay 2 extra hours this week to make an extra \$150-\$200 would you do it? Of course! A party takes 2 hours and that's an average of what we make earning 50% of the product we sell.
3. When was the last time your company gave you a prize you truly wanted? (share what you have earned, what you are working on earning and show a picture)
4. You're in business for yourself but you're never alone. We have free mentors and trainers to train and support us but YOU are the boss!
5. When men are asked what they want more of in a career, what do you think they say? Money! What do you think women say? Flexibility! I love the flexibility in MK because it allows me to _____.
6. Who feels 120% confident all the time? When I started I wasn't 120% confident. This biz has been the best self improvement course that I actually got paid to take. Today I'm becoming the most confident, happy version of myself!
7. Unless you're an accountant, this is probably the last thing you would think of but its really exciting! When you start a MK biz, you are an independent business owner so you have lots of expenses such as your Starter Kit, products you use on yourself, portion of your cell phone and your mileage.

Put a heart next to the one that is most important to you. For a tix, tell me why you selected that one and why.

We are going to go over the next section quickly and we may hear some giggles;)

Does Your Career...

If you circled "N" to one, some or all of these statements, WATCH ME TODAY! Consider if you could see yourself doing what I do.

The last section asks for a decision. We look for decision makers in MK! (Read options)

Write your number but remember no 5's!

Pass your papers up and we will pick our first shopper from the surveys.

**NEW! TimeWise®
Miracle Set 3D™
Toolkit**

TimeWise® Miracle Set 3D™!

May 2018

You and your unit members now know that the new *TimeWise® Miracle Set 3D™* is coming in May! Learn all you can now about this three-dimensional approach to skin aging. It has the potential to rejuvenate new faces and transform your business. Find everything you need to make this new miracle work for you, from product education to selling tools and more.

[Order Now](#)



Did you know that only 20% of visible signs of aging come from the natural aging process? These environmental and lifestyle stressors you face today could show up on your skin tomorrow:

- UV rays
- Lifestyle
- Pollution

TimeWise® Miracle Set 3D™

A Breakthrough Three-Dimensional Approach to Skin Aging

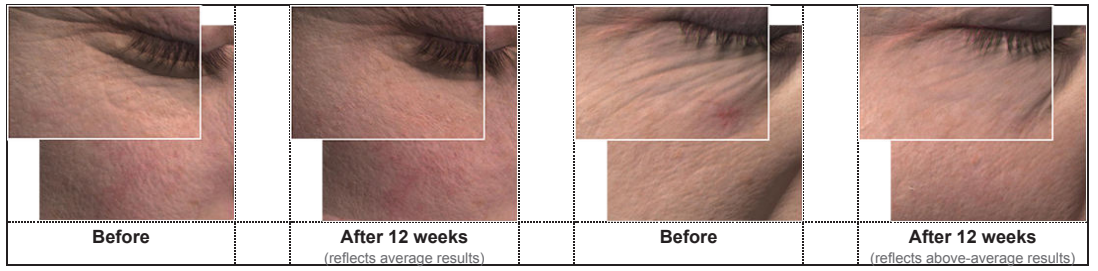
- **Defends** against age-accelerating free radicals on skin with multiple antioxidant benefits
- **Delays** the look of premature skin aging with broad spectrum uva/uvb protection and the exclusive *Age Minimize 3D™* complex
- **Delivers** visible improvement of multiple signs of skin aging in 4 weeks,* including:
 - fine lines
 - wrinkles
 - resilience
 - luminosity
 - smoothness
 - softness
 - overall appearance

Order now ▶

Visible Results

The images below are captured with 3D photography to highlight the improvement in the look of skin after 12 weeks.





Meet the Products

TimeWise® Age Minimize 3D™ 4-in-1 Cleanser, \$24

This multitasking cleanser (1) removes complexion-dulling impurities and (2) leaves skin feeling clean, (3) exfoliated and (4) looking brighter.

[Download Fact Sheet Now ▶](#)

[Order normal to dry formula now ▶](#)

[Order combination to oily formula now ▶](#)



TimeWise® Age Minimize 3D™ Day Cream SPF 30 Broad Spectrum Sunscreen,† \$32

By day, this moisture-replenishing cream provides broad spectrum UVA and UVB protection to help delay the look of skin aging. It re-energizes skin's natural, youthful glow and helps improve the look of fine lines and wrinkles. It also helps even the look of skin tone and moisturizes for 12 hours.

[Download Fact Sheet Now ▶](#)

[Order normal to dry formula now ▶](#)

[Order combination to oily formula now ▶](#)

TimeWise® Age Minimize 3D™ Night Cream, \$32

By night, this effective cream works while skin is most able to rebuild its reserves. It re-energizes skin's youthful glow and helps reduce the look of fine lines and wrinkles. It also helps skin look firmer. Awake to skin that looks healthier and feels rejuvenated. Moisturizes for 12 hours.

[Download Fact Sheet Now ▶](#)

[Order normal to dry formula now ▶](#)

[Order combination to oily formula now ▶](#)



TimeWise® Age Minimize 3D™ Eye Cream, \$36

This eye cream helps improve multiple visible signs of aging and fatigue, including the appearance of dark circles, undereye puffiness, fine lines and wrinkles. It immediately moisturizes and maintains moisture in the eye area for 12 hours.

[Download Fact Sheet Now ▶](#)

[Order now ▶](#)

TimeWise® Age Minimize 3D™ Day Cream (non-SPF), \$32

By day, this moisture-replenishing cream re-energizes skin's natural, youthful glow and helps improve the look of fine lines and wrinkles. It also helps even the look of skin tone and moisturizes for 12 hours.

[Download Fact Sheet Now ▶](#)

[Order normal to dry formula now ▶](#)

[Order combination to oily formula now ▶](#)



Mary Kay InTouch

**TimeWise® Miracle Set 3D™, \$110**

(Save \$14 when you buy the set.)

This antioxidant powerhouse features the exclusive patent-pending *Age Minimize 3D™* Complex, which helps interrupt the triggers that can cause your skin to look older before its time.

Download Fact Sheet Now ▶

Order normal to dry formula now ▶

Order combination to oily formula now ▶

TimeWise® Miracle Set 3D™ The Go Set™, \$25

Take your miracle to go and never leave home without the age-defying benefits.

Order normal to dry formula now ▶

Order combination to oily formula now ▶



Party Ideas and Suggested Dialogues

Beauty brands everywhere make changes to their products on a regular basis without providing guidance or a heads-up to their consumers. Luckily for your customers, they have a Mary Kay Independent Beauty Consultant to help them transition any time one of their beloved products change! Here are some suggestions on sharing the new *TimeWise® Miracle Set 3D™* with existing and potential new customers.

Building Excitement

Invite existing customers to a fun event where they can try the new *TimeWise® Miracle Set 3D™* and provide their opinions. This launch gives you a great reason to reach out to new and existing customers with the most advanced skin care around! Talk about a reason to find new faces!

Selling Idea

Create Mary Kay "swag bags" or goodie bags and include *TimeWise® Miracle Set 3D™* samples and a lip color and fragrance sample, or any sample of your choice. Print the Teaser Card available on *Mary Kay InTouch®* and include a handwritten note and some candy. Then call your customers and ask if they have a few minutes for you to drop by with a goodie bag and share some exciting details on the new skin care. Face-to-face time will be important, especially with your current *TimeWise® Miracle Set®* customers. If you'll be visiting your customer at her workplace, consider bringing extra bags for her coworkers. This is a great way to get names and numbers for following up later and scheduling a party or a facial.

Helping Current Customers Make the Switch

Change can be emotional. Assure current *TimeWise® Miracle Set®* customers that this new formula is the result of years of research into the most advanced skin care ingredients and that you're certain they'll love it even more! If you're excited, they'll be excited!

Suggested Dialogues

Try calling, texting or even emailing the following:

1. "Hi Suzy! It's Amy, your Mary Kay Independent Beauty Consultant. I was just wondering ... Do you believe in miracles? Well, I do, and one is finally here: the new *TimeWise® Miracle Set 3D™*. It uses the latest skin care science to help you look younger longer. I'm so excited to share it with you. Are you available on Saturday at 1:00? I'd love for you to be one of the first to try this skin care miracle!"
2. "Hi Suzy! It's Amy, your Mary Kay Independent Beauty Consultant. I know how much you love your *TimeWise® Miracle Set®*. So, I wanted to make sure to let you know that it's been upgraded! It's now called *TimeWise® Miracle Set 3D™* and it's shown to provide improvement of the visible signs of aging in just 4 weeks!* I can't wait for you to try it. Are you available on Saturday at 1:00?"

Tools

This is your one-stop shop for everything *TimeWise® Miracle Set 3D™!*



Miracle Set 3D™ Flier
Share with your customers!
[Download Now ▶](#)



Miracle Set 3D™ vs. TimeWise® Miracle Set® Flier
Share this flier that shows what's new and better with 3D!
[Download Now ▶](#)



Skin Care Place Mat
New, updated and ready for your skin care party!
[Download Now ▶](#)



Ready, Set, Sell!
Find inventory options for new Independent Beauty Consultants.
[Download Now ▶](#)



Flip Chart
See the updated, must-have skin care class essential.
[Download Now ▶](#)



Teaser Card
Attach a sample or use the blank lines for a personal message.
[Download Now ▶](#)



Skin Care Checklist
Check off your way to a successful skin care party.
[Download Now ▶](#)



Company-Approved Advertising
Spread the word and watch your business grow.
[Download Now ▶](#)



Skin Care Workshop
Learn more about *Mary Kay®* skin care.
[Download Now ▶](#)



Pricing Flier
See more ways to sell the set.
[Download Now ▶](#)



TimeWise® Miracle Set 3D™. FAQs
See answers to frequently asked questions.
[Download Now ▶](#)



Order of Application
Use this handy sheet to learn how to use the regimen.
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Digital Assets
Share exciting imagery with your customers.
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Flash Cards
[Download Now ▶](#)



MKeCards®
Share the excitement.
[Send Now ▶](#)



Starter Kit and New Consultant Tools
[Learn More ▶](#)



Starter Kit Conversion Kit

Get *TimeWise® Miracle Set 3D™* products for \$25.

Download Now ▶

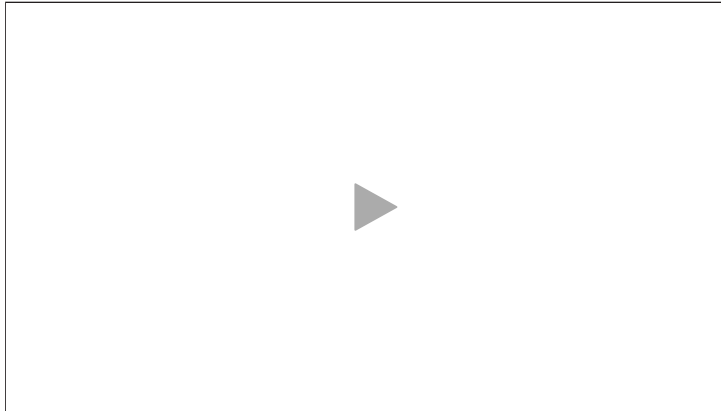
New IBC Experience FAQs

We've got the answers to frequently asked questions.

Download Now ▶

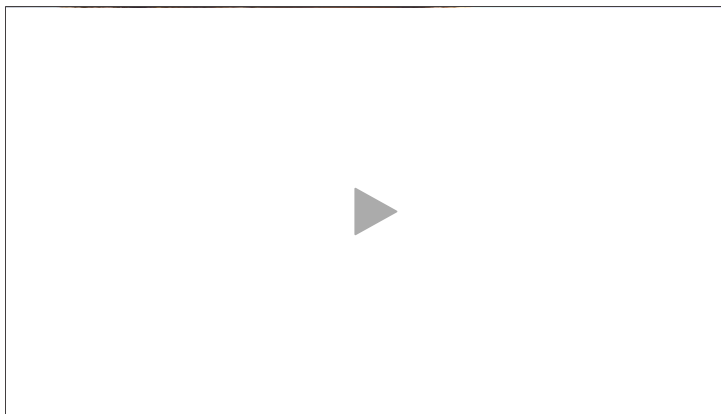
Weekly Spotlight Videos

Hear from others just like you, who are transforming their businesses with the new *TimeWise® Miracle Set 3D™*.



- ▶ Sales Force Weekly Spotlight
- ▶ Sales Force Weekly Spotlight
- ▶ Sales Force Weekly Spotlight
- ▶ Sales Force Weekly Spotlight
- ▶ Sales Force Weekly Spotlight
- ▶ Sales Force Weekly Spotlight

Other Videos



- ▶ Mary Kay Skin Care Innovation
- ▶ Mary Kay - Patent Technology
- ▶ Mary Kay - Skin Health
- ▶ Mary Kay - Why Pollution Matters
- ▶ All Sales Force (E) April 13, 2018 - Live Stream (REPLAY)
- ▶ TimeWise Miracle Set 3D Reimagine






TimeWise® Miracle Set 3D™ Digital Posts - Teaser

Share the three-dimensional skin care sensation with everyone!

You can connect with your customers in the digital space too! Please be sure your posts and social media activities are consistent with our updated [Social Media Guidelines](#).

- For the ease of Company-approved posts that highlight the latest in *Mary Kay*® products and beauty trends, check out our [Social Publisher service](#).
- Want to text or post new product photos? Then visit the [Digital Assets library](#).

The following Company-approved posts may be shared from your social media sites.

 <p>Up Your SKIN CARE Game. MARY KAY</p>	<p>Consider your skin care game changed. I've got big news for your routine coming VERY soon! #MaryKay #SkinCare</p>
 <p>SERIOUSLY OBSESSED with SKIN CARE? MARY KAY</p>	<p>I am. Are you? I've got BIG skin care news coming soon! #MaryKay #SkinCare</p>
 <p>Did you know? ONLY 20% of visible skin aging comes from the natural aging process. MARY KAY</p>	<p>Environmental and lifestyle stressors pit your skin against the world, but I've got your back! Really BIG skin care news is on the way! #MaryKay #SkinCare</p>
 <p>Resveratrol Peptide VITAMIN B3 MARY KAY</p>	<p>I'm excited about three superhero ingredients in the new supereffective skin care regimen coming soon. Stay tuned! #MaryKay #SkinCare</p>
 <p>MARY KAY</p>	<p>Something's missing from your skin care routine, and you don't even know it. Find out what it is VERY soon! #MaryKay #SkinCare</p>






TimeWise® Miracle Set 3D™ Digital Posts - Launch

Share the three-dimensional skin care sensation with everyone!

You can connect with your customers in the digital space too! Please be sure your posts and social media activities are consistent with our updated [Social Media Guidelines](#).

- For the ease of Company-approved posts that highlight the latest in *Mary Kay*® products and beauty trends, check out our [Social Publisher service](#).
- Want to text or post new product photos? Then visit the [Digital Assets library](#).

The following Company-approved posts may be shared from your social media sites.

 <p>Download Now ▶</p>	<p>It's here. IT'S HERE! The totally revolutionary TimeWise® Miracle Set 3D™ is finally here, and the results are stunning! Created with the latest skin care insights about the everyday stressors that can cause your skin to age before its time, this new set will help you look younger, longer. #MaryKay #SkinCare #TimeWise3D</p>
 <p>Download Now ▶</p>	<p>In just four weeks,* women saw younger-looking skin. At 12 weeks, those results looked THREE TIMES as amazing! Why not start today? Join me in showing your own before-and-after transformation! www.marykay.com/en-us/products/all/301071 #MaryKay #SkinCare #TimeWise3D</p>
 <p>Download Now ▶</p>	<p>Four products. Three steps. Twice a day. One amazing set. Endless compliments! Try the new TimeWise® Miracle Set 3D™ for yourself, and give yourself the gift of younger-looking skin! #MaryKay #SkinCare #TimeWise3D</p>
 <p>Download Now ▶</p>	<p>Need a little miracle in your day? Connect with me to start seeing younger-looking skin with the new TimeWise® Miracle Set 3D™. #MaryKay #SkinCare #TimeWise3D</p>
 <p>Download Now ▶</p>	<p>Take time for you! Just twice a day for four weeks! #MaryKay #SkinCare #TimeWise3D</p>

*Results based on a 12-week independent clinical study in which 62 women used the *TimeWise® Miracle Set 3D™* twice a day

†Over-the-counter drug product

Prices are suggested retail.

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Spa Experience

PACKAGES

Platinum

+ up to \$100 in free products of your choice

Experience the ultimate high-end luxury products, including a deep cleansing MK facial, revealing radiance facial peel, spa hand & lip treatment, and expert foundation matching for you plus 8 girlfriends!

Gold

+ up to \$65 in free products of your choice

Experience luxurious products, including a deep cleansing MK facial, microdermabrasion & pore minimizing treatment, spa hand & lip treatment, and expert foundation matching for you plus 5 girlfriends!

Silver

+ up to \$40 in free products of your choice

Enjoy incredible products, including a deep cleansing MK facial, a deep cleansing charcoal mask, spa hand & lip treatment, and expert foundation matching for you plus 3 girlfriends!

Bronze

On-the-go experience to enjoy amazing products including a deep cleansing MK facial, spa hand & lip treatment, and expert foundation matching for you at your convenience.

Treat yourself and your girlfriends to one of these Stress-Relieving, Skin-Indulging Pampering Packages! Enjoy exclusive free Skincare & Spa Treatments. Take home free product when you share this experience with your girlfriends!



Mary Kay

BEAUTY EXPERIENCE PACKAGES

Platinum *\$120 in retail products of your choice for only \$35*

The ultimate high-end luxury products, including a deep cleansing MK facial, satin hand & lip treatment, expert foundation matching, & your guests' choice of: pore de-clogging charcoal mask treatment, OR revealing radiance facial peel, OR salon-grade microdermabrasion treatment for you plus 8 girlfriends!

*Hostess receives a free trial of the new Korean treatment Biocellulose Mask.

Gold *\$100 in retail products of your choice for only \$35*

The ultimate high-end luxury products, including a deep cleansing MK facial, satin hand & lip treatment, expert foundation matching, & your guests' choice of: pore de-clogging charcoal mask treatment, OR revealing radiance facial peel, OR salon-grade microdermabrasion treatment for you plus 5 girlfriends.

Silver *\$75 in retail products of your choice for only \$35*

Enjoy incredible products, including a deep cleansing MK facial, a deep cleansing charcoal mask, spa hand & lip treatment, and expert foundation matching.
This experience for you plus 3 girlfriends!

Bronze

On-the-go experience to enjoy amazing products including a deep cleansing MK facial, spa hand & lip treatment, and expert foundation matching for you at your convenience!



Beauty Experience Skin Pampering Packages



Luxury Volufirm Set	205
Timewise Miracle Set	95
Clear Proof Acne Treatment	45
Botanical Effects	58
Just for Him	86
Mix & Match –Charcoal and Gel Mask	46
Indulge and Sooth—Gel mask, eye gel, mint bliss	49
Bye Bye Cellulite	50
Satin Set	58

Spa Treatments A La Carte

Volufirm Cleanser	28
Deep Cleansing Charcoal Mask	24
Moisture Renewal Gel Mask	22
Revealing Radiance Facial Peel	65
Spa-Grade Microderm Abrasion Plus	55
Indulge Soothing Eye Gel	16
Mint Bliss Energizing Pedicure Lotion	11
Satin Hands	36
Satin Lips	22
Volufirm Night Moisturizer with Retinol	52

Set #1 Ultimate Repair

- Repair Volu-Firm Foaming Cleanser
- Repair Volu-Firm Lifting Serum
- Repair Volu-Firm Day Cream Sunscreen Broad Spectrum SPF 30
- Repair Volu-Firm Night Treatment With Retinol
- Repair Volu-Firm Eye Renewal Cream
- Repair Revealing Radiance Facial Peel
- Foundation Primer
- Choice of Foundation
- Foundation Brush



Retail Value:
\$363

Collection Special:
289

\$74 Savings!

Name: _____

Phone: _____ Date: _____

Consultant: _____

Choose any TWO (2) Bonus Options for Half Price!

Set #2 Ultimate Miracle 3D

- Miracle 3D Cleanser
- Miracle 3D Day Cream
- Miracle 3D Night Cream
- Miracle 3D Eye Cream
- Microdermabrasion Refine Pore Minimizer
- Oil Free Eye Makeup Remover
- Foundation Primer
- Choice of Foundation
- Foundation Brush
- Travel Roll Up



Retail Value:
\$283

Collection Special:
239

\$44 Savings!

Choose any ONE (1) Bonus Option for Half Price!

Set #3 Miracle 3D Plus

- Miracle 3D Cleanser
- Miracle 3D Day Cream
- Miracle 3D Night Cream
- Miracle 3D Eye Cream
- Foundation Primer
- Choice of Foundation
- Foundation Brush



Retail Value:
\$178

Collection Special:
149

\$29 Savings!

Choose any ONE (1) Bonus Option for 25% off!

Set #4 Miracle 3D Basic

- Miracle 3D Cleanser
- Miracle 3D Day Cream
- Miracle 3D Night Cream
- Choice of Foundation



Retail Value:
\$110

Collection Special:
89

\$21 Savings!

You Are GORGEOUS

1. What is something new you learned? _____
2. What is the biggest change that you noticed? _____
3. Do you understand the importance of the proper steps in a skin care routine? _____
4. Are you satisfied with the type of foundation that you used for your consultation? _____
5. Are you satisfied with the shade of your foundation? _____
6. Which collection would you like to take home with you tonight? Repair, Ultimate 3D, 3D Plus or Miracle 3D? _____
7. Would you like to add the bonus option to your Collection Special? _____
8. Which Beauty Experience package is most appealing to you? Platinum Gold Silver Bronze (Circle one.)
9. Would you be interested in helping me with a practice sharing appointment if I were to give you a free gift? YES NO MAYBE
10. On a scale of 1-10, what is your interest level in hearing more about becoming an Independent Mary Kay Beauty Consultant? (5 is not an option)
(no way) 1- 2 - 3 - 4 - 6 - 7 - 8 - 9 - 10 (I'm ready, sign me up!)

Referrals

Name	Phone Number
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Bonus Options

- Skinvigorate Cleansing Brush
- TimeWise Repair® Lifting Bio-Cellulose Mask
- TimeWise Repair® Revealing Radiance® Facial Peel
- Clear Proof® Deep-Cleansing Charcoal Mask
- TimeWise® Replenishing Serum+C
- Satin Set (Satin Hands & Satin Lips)
- Flawless Set (Concealer or Corrector, Finishing Spray and Translucent Powder)