Classes & Facials – Confirming/Preprofiling

Hi, is (Guest name) there? Hi this is (your name) with Mary Kay & I understand you are going to be “**joining all of us”** at (hostess’ name)’s pampering session this (date) at (time)! Do you have a quick minute? Great! Did you get the invitation? Awesome so you have all the directions and everything. AWESOME!!

I’m getting everything ready for those attending & I need to ask you a few questions!

1. Have you ever tried MK before?

2. What are you currently using? Skin care, Color

3. If you could change anything about your skin in the next 10 days what would that be?

4. Are you normal to dry or combination to oily? \_\_\_\_\_\_\_\_\_\_

5. Are you Ivory, Beige, or Bronze skin tone? \_\_\_\_\_\_\_\_\_\_\_

Great! Those help me know what to use on your skin; now tell me a little bit about you:

Married\_\_\_\_. Schooling\_\_\_\_\_ What does your husband do? \_\_\_\_\_\_\_\_\_. Do you work outside the home? \_\_\_\_ Where? \_\_\_\_\_\_. What are your hobbies? \_\_\_\_\_\_\_, \_\_\_\_\_\_, \_\_\_\_. Children? \_\_\_\_\_\_\_\_

Great! That helps me get to know you a little bit better. Now let me tell you what to expect & how the evening will go.

If you arrive 10 minutes early then you will get to try a special hand treatment called Satin Hands. You won’t want to miss that. Then we will start the \_\_\_\_\_\_\_\_. (explain microdermabrasion/skin care, color, or spa)(KEEP IT SHORT)

The class will last about an hour & a half, & I will be doing an individual consultation at the end with each person, where I can answer any questions you might have & go over your skin care needs. I do carry a full inventory so whatever you want that night you can have as soon as possible.

We ask that there are no kids, because this is a pampering session for you & the other guests to relax & have fun. Now one more thing if you bring a friend a long I will give you a free gift an eyeshadow color of your choice. How cool is that! Is there anyone that you can think of that you would like to share this pampering time with? GREAT!!

Do you have any questions for me?

Great~ Since we’ve only got a few spots & it’s by reservation only, I just want you to know that we are counting on you to be there! This will be the best pampering you’ve ever had. I will see you on (date) and (time) and I can’t wait to meet you.

Goodbye!

**Cross Confirmation**

Make sure you call your hostess and let her know who is coming and if anyone of her guests is bringing a friend!!