

## Pre-Profiling Questions

You want to get guest list and call each of them and ask these questions, we call it pre-profiling the guests.

1. Are you coming to \_\_\_\_\_ party? If they are, ask them the next questions, if not ask them if they need any cosmetics and when could you do a complimentary facial on them. A lot of them will hold a party for \_\_\_\_\_ (that is how you say it) so that she can get all her hostess credit.
2. Do you have combination/oily skin or normal to dry?
3. If you could change anything about your facial skin what would you change? Whatever they say, the miracle set or the microderm will fix that.
4. For every person that you bring with you that is 21 or older, non-Mary Kay user, you get \$10 worth of free Mary Kay product for every guest you bring. It is a great way to get free product, do you know of anyone that you can bring with you?



Mary Kay products are always 100% satisfaction guaranteed!

**"I WANT IT ALL" SET**

\$486 for only **\$406!**

You are worth \$1.18 a day!



**TimeWise:**

3-in-1 Cleanser  
Age-Fighting Moisturizer  
Day Solution  
Night Solution



Foundation  
Foundation Primer  
Foundation Brush



Microdermabrasion Set  
Firming Eye Cream



Satin Lips Set  
Brush Collection

Oil-Free Eye  
Makeup Remover



**Color 101 Set:**

Magnetic Compact  
3 Mineral Eye Colors  
1 Mineral Cheek Color  
Cheek Brush  
Eye Applicators  
Ultimate Mascara



Eyeliner  
Lip Liner

Lipstick or Lip Gloss



**ULTIMATE MIRACLE SET**

\$300 for only **\$239!**

73 cents a day!



**TimeWise:**

3-in-1 Cleanser  
Age-Fighting Moisturizer  
Day Solution  
Night Solution



Foundation  
Foundation Primer  
Foundation Brush



Microdermabrasion Set



Firming Eye Cream

Satin Lips Set



Choose the **'I WANT IT ALL'** or **ULTIMATE MIRACLE SET**

and receive the **TRAVEL ROLL-UP BAG**



**MIRACLE SET**

\$158 for only **\$142!**

39 cents a day!



**TimeWise:**

3-in-1 Cleanser  
Age-Fighting Moisturizer  
Day Solution  
Night Solution



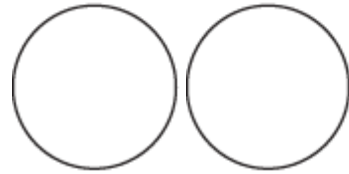
Foundation  
Foundation Primer  
Foundation Brush

1. If money were no obstacle and you could have anything you wanted, which set would you take home with you today? (circle a set shown above)
2. If I were to give you a gift absolutely FREE, what would you select?



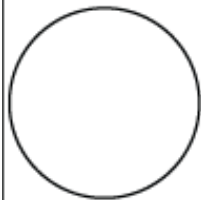
# MARY KAY

Applicators and Brushes

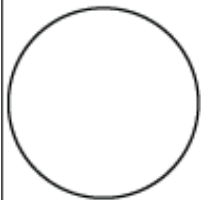


Moisturizer

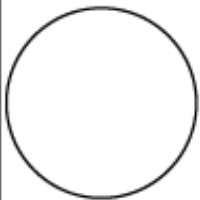
Primer



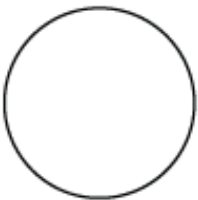
Lip Mask



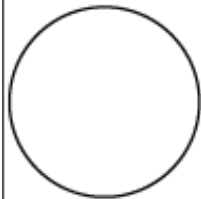
Cleanser



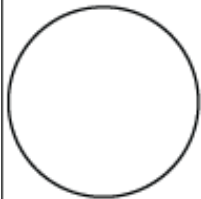
Lip Balm



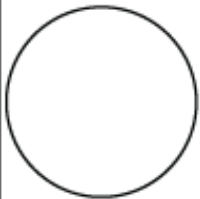
Microdermabrasion  
Step 1



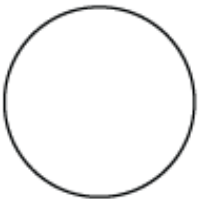
Microdermabrasion  
Step 2



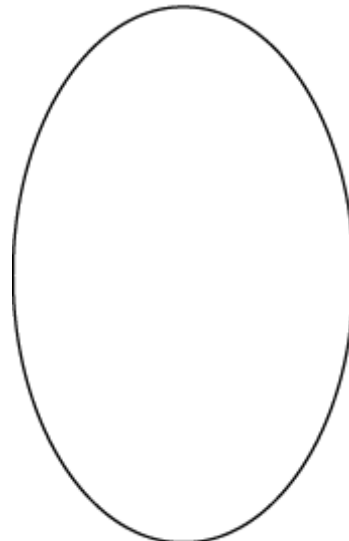
Eye Cream



Day Solution



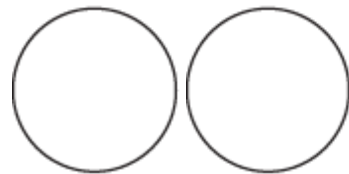
Night Solution



Foundation

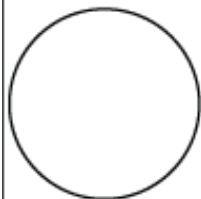
# MARY KAY

Applicators and Brushes

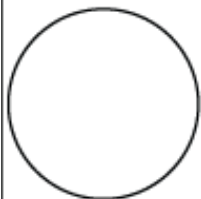


Moisturizer

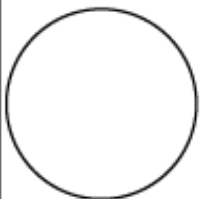
Primer



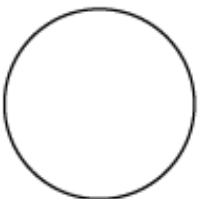
Lip Mask



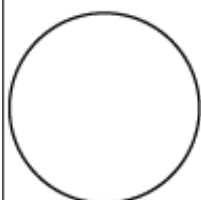
Cleanser



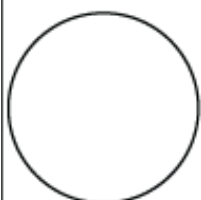
Lip Balm



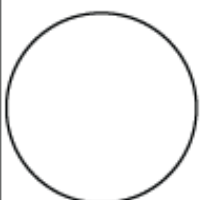
Microdermabrasion  
Step 1



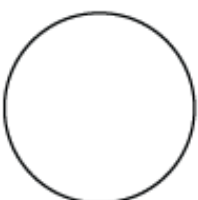
Microdermabrasion  
Step 2



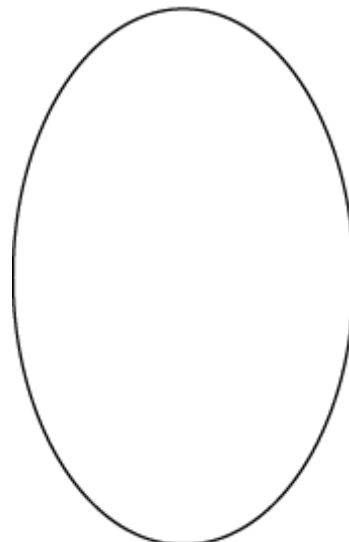
Eye Cream



Day Solution



Night Solution



Foundation



Mary Kay products are always 100% satisfaction guaranteed!

Choose the **'GO BACK IN TIME & LIFT AWAY THE YEARS' SET** and receive the **TRAVEL ROLL-UP BAG FREE**



**'GO BACK IN TIME & LIFT AWAY THE YEARS' SET**

\$404 for only **\$332!**  
98 cents a day!

**NEW! TimeWise: Repair Volu-Firm Set**



Volu-Firm Foaming Cleanser  
Volu-Firm Day Cream  
Volu-Firm Night Treatment  
Volu-Firm Eye Renewal Cream  
Volu-Firm Lifting Serum



Foundation \*\*  
Foundation Primer  
Foundation Brush



\*\*New Liquid Foundation or Mineral Powder Foundation



Microdermabrasion Set

Satin Lips Set



**NEW! TimeWise: Repair Volu-Firm Set**

\$294 for only **\$265!**  
72 cents a day!

- Reduce the look of deep lines and wrinkles.
- Restore lifted contours.
- Recapture youthful volume.



Volu-Firm Foaming Cleanser  
Volu-Firm Day Cream  
Volu-Firm Night Treatment  
Volu-Firm Eye Renewal Cream  
Volu-Firm Lifting Serum



Foundation \*\*  
Foundation Primer  
Foundation Brush



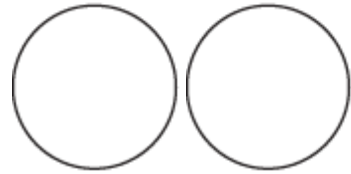
\*\*New Liquid Foundation or Mineral Powder Foundation

1. If money were no obstacle and you could have anything you wanted, which set would you take home with you today? (circle a set shown above)
2. If I were to give you a gift absolutely FREE, what would you select?



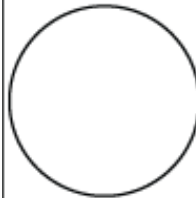
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Applicators and Brushes

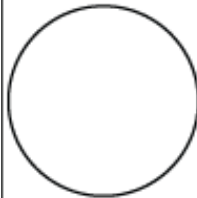


Night Cream

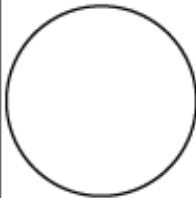
Primer



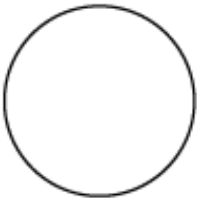
Lip Mask



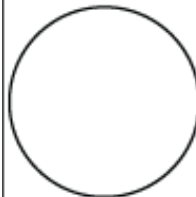
Cleanser



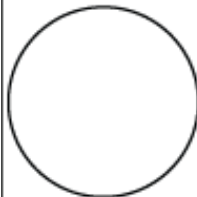
Lip Balm



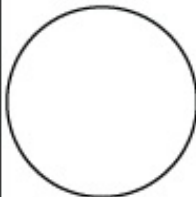
Microdermabrasion  
Step 1



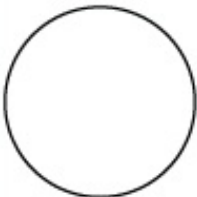
Microdermabrasion  
Step 2



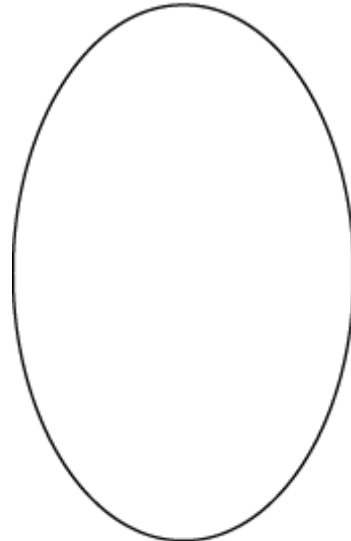
Eye Cream



Lifting Serum



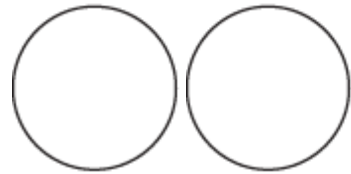
Day Cream



Foundation

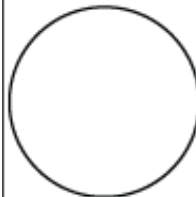
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Applicators and Brushes

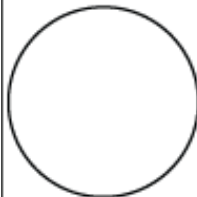


Night Cream

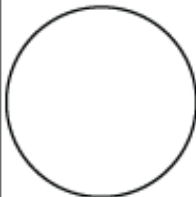
Primer



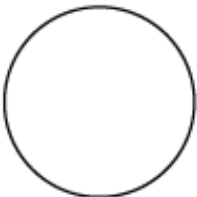
Lip Mask



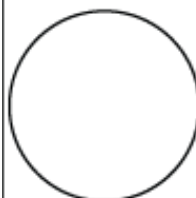
Cleanser



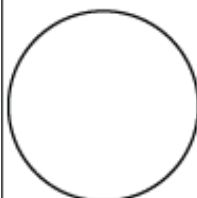
Lip Balm



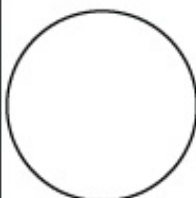
Microdermabrasion  
Step 1



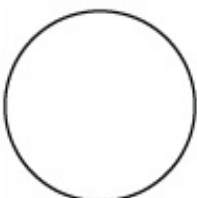
Microdermabrasion  
Step 2



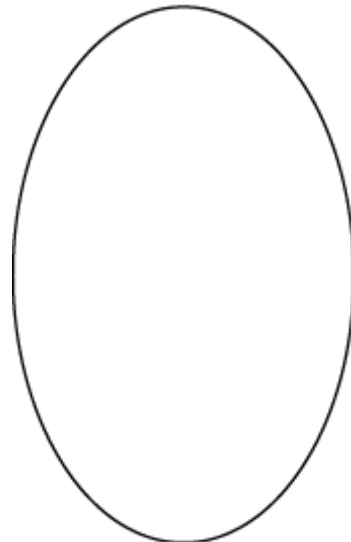
Eye Cream



Lifting Serum



Day Cream



Foundation

## CLOSING THE PARTY

1. Compliment Time

2. Romance the "I Want It All Set" in the Roll up Bag and the Ultimate Miracle Set and Miracle Set. Make sure you tell them they can divide the payments into two payments.

3. Have them turn over their Profile Card and number 1-4 at the bottom of the page and ask these questions.

### Questions

1. If money were no object, would you purchase the "I Want it All Set" tonight, yes or no?

2. If you had your choice, would you prefer \$100 dollars' worth of Mary Kay products for \$35 or the Glamour Brush Set? By number #2 write down 100 for 35 or brush set.

3. At your color appointment, your second appointment, would you be willing to get 6 or 8 of your girlfriends together to play makeup like we did tonight to get what you wrote down in answer number #2?

4. Intelligent women like yourselves don't make decisions without hearing all the facts, if you will have a cup of coffee with my director and myself and listen to the 4 ways we make our money in Mary Kay and how we are the highest paid women in America, I will give you any one item out of our line just for listening. So please put down yes I will listen and help \_\_\_\_\_ or no, I won't help you at all. (You drop your head and act pitiful and everyone will laugh).

Then ask the guests who are in a hurry to leave, I will take you first and go over these questions and answer any questions you may have about what we discussed tonight. Who wants to be first?

Then take them individually to another area away from the other guests and go over each question and at that time get their order.