

## 2006 PEDICURE PARTY

(Make sure each guest has her purse near her for the Purse Game – just tell her she'll need it for a game later on) (Ask your hostess to get a bath towel for each guest).

Hello everyone! I'm \_\_\_\_\_ with Mary Kay Cosmetics (give a brief introduction). I'm so glad you're here today because we're going to have a blast! I'm going to treat you to our brand new Mint Bliss Pedicure set, we'll play a game while we're soaking our feet, I'll show you our awesome body care products, you'll get to paint your toe nails, and then you'll each have an individual consultation with me while everyone else is having refreshments. Does that sound ok? Great! You're here today to be pampered, so let's get started!

First, does anyone have toe nail polish they'd like to remove? (If they don't want to paint your toe nails, that's ok). Our hostess, \_\_\_\_\_, has chosen this lovely color, \_\_\_\_\_, as her hostess gift. She's going to share this color with everyone here today, so this is the color we'll use – isn't it pretty? I'm going to pass around some nail polish remover and some cotton pads, while \_\_\_\_\_ (hostess) and I go fill up the tubs for our pedicures.

(Place the tubs in front of each guest, long-ways so they can straddle the tub when their feet are dry).

Is everyone ready? Go ahead and place your feet in the warm water – doesn't that feel good? It's going to get even better... I'm going to take one of our Rosemary Mint Foot Fizzies and place it in your tub. They're like little Jacuzzi's for your feet! They soften your feet and make them feel nice. Our feet need to soak for about 15 minutes, so we're going to play a game now.

PURSE GAME (You could also do a different game or some MK marketing information during this time. If you don't do the Purse Game, make sure to thank your hostess, tell them what she's getting, and tell about your other parties – if you do the Purse Game, all that's in there).

OK – now let's dry our feet – don't they feel softer? (nod your head “yes” and make eye contact)

Next, I'm going to come around and give you some of our Rosemary Mint Foot Mask and I want you to put it on ONE foot. We want to do a little comparison, because if you want to do a “mini pedicure”, you can skip this step or use it as a scrub instead of a mask and I want you to feel the difference. Rub it in, do you feel the granules? Those buff away dead skin and make your feet softer. Rinse your hand in the water, then place your foot on the edge of the tub so it will stay dry – you'll start to feel it tingle in a few minutes while I tell you about our body care products.

Usually at a Mary Kay party, you're learning about and trying our skin care and color cosmetics. In fact, each of you will receive a free facial and makeover with me just for being here today. We'll schedule that during the individual consultation. But today, we're going to focus on products for the neck down! Our foot mask should set for about 10 minutes, so sit back and relax while I show you our Private Spa Collection (pass around the sampler lotions and tell them they can try them on. Talk about each one as it goes around and tell the prices and what's available in each. Tell about the Time Wise Body Lotion, how it's clinically proven to reduce the appearance of cellulite and spider veins. Use this time to show anything else you want to – if you have any limited edition products, this would be the time to show them too).

Do you feel your foot tingling? It feels really cool and refreshing, doesn't it? (nod your head as above)

Now, place your foot back into the water and rinse the mask off. Go ahead and dry your foot too. This is the point where you'd use the foot brush/pumice. You don't ever want to share foot tools, so we won't be using this today.

Now I'll give you enough of the Rosemary Mint Soothing Foot Balm for both feet. If you're going to paint your toe nails, don't put the balm right on the nail – we want to give the nail color a good surface to cling to. Feels great doesn't it? (nod as above).

Now I'm going to pass our Base Coat around. You want to use a base coat on your nails for three reasons: 1) It fills in the ridges in the nail bed, 2) it gives the nail color something to adhere to, and 3) it helps keep the nail color from bleeding into your nails. I'll start the bottle on this end and just pass it on when you're finished. It only takes a couple of minutes to dry.

Next we'll do a coat of nail color. If you get nail color outside of your toe nails, don't worry. The next time you take a shower or bath, that will come off the skin and leave it looking professionally done.

Finally, I'll pass around our Top Coat. The top coat acts as a quick-dry for the color, leaves a nice shine, and makes your color stay on longer.

How do your feet feel? Let me tell you about the pedicure set we just used (go through the set, removing what you tried). How many of you have ever had a professional pedicure (raise your hand)? How much did it cost? So, for about the price of ONE pedicure at the salon, you'll get a minimum of TEN with this set, and the Foot Fizzies are available separately, so you'll get even more use from this set. It's an awesome value at just 38, plus you don't have to have an appointment and get in the car to go anywhere.

Now we're going to go into the kitchen (or bathroom) and do Satin Hands and Satin Lips (take your little Styrofoam trays and products with you).

Let's all have a seat in the living room. Don't your hands and lips feel great? (nod) The Satin Hands set is just 28, and the lip set is only 18.

I'd like to remind you about the products we tried today and tell you about my special. I'll pass around a book and order ticket for you too. I'll help you with the sales tax during your individual consultation. (Have some kind of special – I do the Pedicure, Satin Hands, Satin Lips, Base Coat, Top Coat, and a nail color – retails \$102 – all for \$89 and they get a gift (a previous PCP item from the Pink Sale or a set of mini lotions, etc.) – you want them to buy more than a nail color!))

Remember, I have product with me so you can take it home tonight! I accept cash, of course, checks, Visa, MasterCard, Discover, Debit cards, and have a payment plan, because I want you to have the things you want!

Thank you all for coming, and I hope you've enjoyed this girlfriend time. Our hostess has refreshments in the kitchen, so who's in a hurry and needs to talk with me first?

#### INDIVIDUAL CONSULTATION:

Did you have fun tonight? How do your feet, hands and lips feel? Of everything you tried today, what products did you like? (if everything, then assume that she wants the set). Work with her until you get her order.

Now, which party sounded like the most fun? Can we schedule that so you'll get free product AND help your hostess get more free stuff? (get your date book out and give her a hostess packet)

(Whether she agreed to an interview in the Purse Game or not, say):

\_\_\_\_\_ (name), I am looking for sharp/fun/etc. women on my MK team, and you stood out. If you'll let me call you, just to tell about the business, I'll enter your name into a drawing for \$50 in free product! It'll only take about 30 minutes – no pressure. Would that be ok?

Thank you so much! Would you mind sending in the next person?

#### PARTY CHECK LIST

Tubs

Nail Enamel Remover

Cotton pads

Satin Lips trays (cut up a skin care tray so you have 2 bubbles to work with)

Satin Lips demo set

Full size Pedicure Set for demo and at least one to show

Travel size Private Spa lotions for demo

Look Books, Sales Tickets, Pens