

EXECUTION OF THE PARTY

1. DO THE NORMAL THING.

Pro Tip: Demo the products on your face whether they have samples or not. This is going to make for a more engaging session! When doing the charcoal mask, the wait time would be the perfect opportunity to tell "Your Mary Kay Story."

Remember to say, "Questions and comments get you tickets!"

- **What you thought about MK before you signed your beauty agreement**
- **Why you chose to get started**
- **How the MK opportunity has impacted you**
- **Some of the ways you've seen it impact others**
- **The tribe/sisterhood**

