Welcome to our virtual party! I have been so looking forward to spending time with you and giving you some tips on how to take care of your skin. I also want to share just a bit about the heart of our company. Mary Kay is privately owned by her family. Be sure to hang with us until there end where I will share some discounts just for you and then end with a fun video from an international makeup artist! We own our own manufacturing facility just outside Dallas, TX. We make our own products – and do not sell them to any other companies. All of our products have been tested and found to be safe for sensitive skin. Mary Kay offers a 100% buy back guarantee. Should you purchase anything that isn’t perfect for you – from color to formula – we will exchange it or return your money. No questions asked. This is a guarantee that Mary Kay offers us – they give you that guarantee and it doesn’t cost us – the consultant – one penny. That’s how important it is to Mary Kay – and to us – that you LOVE your products. We will work with you until we get it perfect.

As we begin – we would love to see who all is here with us tonight. Would you please post in the comments where you’re from and your consultant’s name. Hopefully you saw to have a tic tac toe board ready to play tonight. If not – no worries you can grab a piece of paper now and draw a tic tac toe board on it. Write your name and phone number on it. You will be taking a picture of this sheet at the end to text your consultant. I’m going to be giving away some fun prizes!

Please give big virtual cheers to my moderators tonight: Deb Harmon and Sharon Jernigan!! YAY! Here’s how to win:

When you find three products you are going to purchase tonight – comment “tic tac toe” – write those items on your tic tac toe board. We will draw two winners from everyone who has a line tonight. The two prizes up for grabs are a lip balm and a lip gloss set. The FIRST person to comment “blackout” – meaning they’ve filled in every square in their tic tac toe sheet with items they are purchasing tonight will win a travel sized microdermabrasion! Be sure you have a section on your tic tac toe board titled “wish list”. This is where you will write down things that intrigue you that you might like to purchase some time. At the end of the night my moderators will post our winners. Tomorrow I will double check with the consultant to make sure the products were purchased and then I will mail the prizes out!

To begin I will give you a quick intro about myself. Hopefully you had a chance to watch the video I posted earlier today for even more about my Mary Kay story. My name is Casey Martin. I’ve been with Mary Kay for 25 years. My husband and I recently celebrated our 21st anniversary and we have two precious daughters. Francie is 10 and Finley is 7.

Thank you for choosing to be here with us tonight! Should you purchase something from your consultant tonight – you are supporting your local economy and you are helping her business be successful. Not only that – but you are helping Mary Kay Cosmetics and they are manufacturing and DONATING hand sanitizers to hospitals, fire stations, and others battling covid on the front lines. Hand sanitizers are not something we sell. The government contacted Mary Kay about 6 weeks ago asking if it was possible and Mary Kay said a resounding yes! Within days they had the raw materials orders, packaging lined up, and was producing hand sanitizers. Mary Kay made the choice to DONATE these. I’ve never been more proud to work for such an amazing company.

Hopefully that one story shows you that you are spending your money with an amazing company – and with a woman who may be buying groceries for her family, paying for a summer vacation for her family, maybe she’s getting piano lessons for her children or buying their summer clothes. The point is – you are making a difference to a health community, to a company, and to a woman’s family. Thank you so much for supporting your consultant!

There are 3 ways you can help her. 1. Be a customer. Purchase your skin care, color, and body care needs from her. 2. Spread the word. Invite 3 friends to our next girl’s night in event. OR 3. You may find that this has been such a fun experience, you want to make some extra money and decide to join her team. It cost right about $125 to become a consultant with Mary Kay. There is a new virtual option – so if you’re interested in hearing about that be sure and let your consultant know. Either of these three things will help your consultant! Please write the number on your tic tac toe sheet that represents how you would like to help your consultant. 1. Be a happy customer 2. Give her referrals and 3. Learn more about becoming a consultant.

Now – let’s get started! It has been said that your makeup game will never be a 10 if your skin care game is a three. The most important thing you can do to be beautiful is to take care of your skin. I started using Mary Kay when I was 11 years old. (You guys that was 34 years ago!) I learned to properly take care of my skin from day one. My mom was a consultant with Mary Kay, so healthy skin was a priority in our house. I am so thankful for that because after 34 years of using Mary Kay skin care products, I feel I am definitely aging more gracefully!

I am going to teach you tonight how to take care of your skin. It can be so overwhelming when you look at the market today. The exciting news about Mary Kay is you’re no longer standing at a counter – or looking on-line trying to figure out exactly what you need. You now have an independent consultant who is your personal helper. A personal helper who will deliver or ship to you for free! She’s got your back!

When you purchase something from your consultant, she is going to make sure it is the right thing for YOUR skin. And remember that 100% satisfaction guarantee!

We are all different, so we have sets for all different types and needs of skin. No one will need all of the sets I show you tonight – your consultant can help you narrow down which one you need.

1. This is our botanicals set. This is great for pre-teens and teens who aren’t experiencing many breakouts. Our 10 year-old daughter uses this set. It’s a great set to get your teens in the habit of washing their face before they begin using makeup – and before they begin to experience breakouts. That way they have great habits established to wash their makeup off every night. Which is the #1 proper habit of skin care – washing your face every morning and every night. We want it to become a habit. This set includes a cleansing gel, refreshing toner, and moisturizing gel and is 54. It counts as 3 squares on your tic tac toe board.
2. If you have a teen that is already experiencing acne – the clear proof set will be great for them. It isn’t over drying because it comes with an oil-free moisturizer. This set includes ingredients that are over the counter acne medications to help combat the breakouts. If you find that in your 20’s and 30’s you experience occasional breakouts – you most likely do not need this set, but you may need a better skin care set. This is for someone who is really experiencing acne on a regular basis. Mostly teens. If you are an adult who is experiencing adult acne – this would be a good set to start with to clear it up – and then move to an anti-aging set once your skin is clear. This set includes a clarifying cleansing gel, a blemish control toner, acne treatment gel, and an oil free moisturizer. This set is 45 and counts as 4 squares on your tic tac toe board.
3. The next set is our Miracle Set. Within days people start to notice a difference in their skin. What’s the first thing people see when they meet you? Your face! It’s so important to take care of your skin. This set is designed for young adults to 40. It’s an amazing anti-aging set that helps to fight the signs of aging before they begin to show up. An ounce of prevention is worth a pound of cure! This set is called 3D because it does 3 things – Delay the signs of aging. Defend against free radicals. And Diminish the signs of aging. I used this set for 25 years before moving on to our next set. Once I entered my 40’s I decided it was time to step up my anti-aging game and I moved up to the next step. This set includes a 4-in-1 cleanser, day cream, night cream, and eye cream. These products sell individually for 124 or as a set for 110. It counts as 4 squares on your board.
4. Before I moved to that set you may be thinking “I want to take care of my skin, but a natural line is important to me. If that’s you – we’ve got you covered! This is our naturally line. These products are not anti-aging. Mary Kay Naturally™ Skin Care is our latest commitment to giving as many women as possible the chance to love our products. And to feel confident in choosing the right products. In addition to our ongoing commitment to quality, safety and rigorously tested products, every Mary Kay Naturally™ product is third-party certified as natural according to comprehensive standards. For our core lineup, we chose COSMOS Natural certified by EcoCert. Free of parabens, synthetic fragrance, synthetic dyes and SLS/SLES. Even though this is not the line that I use, I do use items from it. I love the oil (it smells amazing and leaves my skin feeling incredibly soft. I also love the moisturizing stick. My girls and I use it as a lip balm). Your consultant can help you mix and match from different lines to cover all of your skin care needs. A mistake some people make is going to a dept store and grabbing a cleanser for this, a different moisturizer for that, a cream for this, a serum for acne and before they know it they have ingredients that weren’t meant to be mixed and matched. This set includes a purifying cleanser, exfoliating powder, moisturizing oil, and moisturizing stick. It is 136 and counts as 4 squares on your sheet.
5. Least you think I’ve forgotten about your man – we even have an incredible skin care system for men! So if you’re interested in that for your man be sure to talk to your consultant about that.
6. I’ve saved my set for last! This set is recommended for 40 and over. It is great for oily and dry skin – and all in between. My skin is really oily and I love this set. The first product feels like a luxurious skin product – it is the foaming cleanser. A little bit goes a long way with all of our products. This cleanser leaves your face feeling soft, fresh, clean feeling. One of the products in this set is one we loving refer to as “spanx in a bottle” – our Advanced Lifting Serum • Clinically shown to visibly lift skin and reduce the look of deep lines and wrinkles • Improves skin elasticity and firmness • Tightens the appearance of sagging skin and gives facial contours a firmer look • Helps cheeks, jawline and neck appear firmer and more lifted • Amazing product! It comes in the Volu-firm set.

All of the products I’ve mentioned tonight should be used on our neck as well as your face. Our neck ages just as quickly as our face, so do not leave it behind! All of these products are also treatment products. Any time you are working with a treatment product, be sure to work in an upward/outward motion. Work against gravity! Spend a few minutes to really massage the products into your skin.

Let’s talk about eye cream for a minute. We have several amazing ones – your consultant can help you find the perfect one for you. The one I will tell you about tonight is the one I use – it comes in the repair set. It firms and tones sagging skin around the eyes. Minimizes the appearance of deep wrinkles. Restores a youthful lift. Immediately doubles skin hydration and increases skin moisture for 12 hours. Customized applicator tip is designed to help stimulate microcirculation and help reduce puffiness.

Next up are our moisturizers in the Repair line. The day cream restores skin’s youthful cushion. Skin tone appears more even. Increases skin moisture for 12 hours. Helps minimize skin reaction to external irritants. An SPF of 30 helps protect against skin-aging UVA/UVB damage.

With the night cream retinol – skin regains firmness and skin’s even tone is restored. Noticeably smoothes the neck area. Helps accelerate cell turnover to reveal radiant looking skin. Immediately triples skin hydration and increases skin moisture for 12 hours.

The repair set includes the foaming cleanser, lifting serum, day cream, night cream, and eye cream. These five products sell for separately for $244, but as a set it is $205. For your tic tac toe it can count for five spots. If you’re sitting there thinking my skin needs help! I need to love on it! I have two different prizes up for grab right now. The first one to type in that she will purchase the TimeWise set tonight will receive the eye make up remover. Remember – the TimeWise set is designed for women in their 20’s to late 30’s who are concerned with fighting off the signs of aging. The Repair Set is the heavy-duty age-fighting one that I use. I have a prize that will go to someone who decides to purchase the repair set tonight. If that’s you – the first to comment “repair” and purchase it from her consultant will win the hand cream. If you have decided you are going to purchase a TimeWise set tonight – the first person to comment “ TimeWise” will win a shea butter lip balm!

\*At this time – let’s draw for a prize that we will give away right now! Every guests name went into a drawing for a travel sized satin hands set! Deb or Sharon – would you please comment with our winner’s name?

Because you joined us tonight, I want to offer you some specials. I posted the specials sheet in this group before we went live. This is our travel roll up bag. (SHOW).

On the “I Deserve it All” sheet, you will notice there are lots of different sets – in fact – all of the ones I showed you tonight. Some of the packages count as more than one set – for example the repair set counts as four. The naturally line counts as three. The TimeWise Miracle set counts as 2 sets. When you pick 4 sets (for $199) you will get the roll-up bag for half price. When you pick any 6 sets for $299 – the roll-up bag is your gift. You may choose 8 sets for $399 and get the bag for free. Or you may choose 10 sets for $499 and receive the roll up bag free PLUS a special gift will be included. Be sure to text a picture of your tic tac toe sheet to your consultant so she will know what you would like to purchase tonight. If it’s easier - you can print this specials sheet and circle the sets you would like to purchase and text that to her as well. She will be calling you tonight or tomorrow to follow up with you.

I hope this has been a fun and educational time for you. Thank you so much for joining us tonight! Have a great night!

A few add on’s that are available to you:

Our multi-masking set includes our incredible charcoal mask that’s gives you a great deep clean, the moisture mask that gives your skin a wonderful soft mask, along with the mask application brush.

This is our bio-cellulose mask … Talk about a Korean-Beauty booster – see a visible lift in just two weeks\*. • Skin looks lifted and firmed. • Skin is visibly more radiant. • Plus, this pampering mask also increases skin moisture levels for 24 hours. (One of you will receive one of these for a black out card tonight!)

Our satin set has become a saver for front line workers whose hands are incredibly chapped. It makes a great gift for those front line workers in your life. People love the Satin Hands® Pampering Set:\* • Instantly, hands feel moisturized, soft and smooth. • Hands feel revitalized, soothed and protected. • Skin feels renewed, looks rejuvenated and instantly looks healthier. The satin set also includes our satin lips … • Satin Lips® Shea Sugar Scrub gently exfoliates to soften and smooth, polishing lips to perfection • Satin Lips® Shea Butter Balm deeply moisturizes lips and leaves them feeling nourished.

We also have a luxurious body care set that includes a body wash, scrub, and creamy body lotion.

Next up is our TimeWise® Vitamin C Activating Squares™. They are a beauty-industry first: a breakthrough in technology that delivers pure vitamin C to your skin in a tiny, dissolvable square.It’s not a liquid. It’s not a powder. It’s a revolutionary skin care innovation so small, it can sit on your fingertip; so powerful, it can supercharge your serum with a benefits boost. Just activate one square in the palm of your hand, and it dissolves into a pure vitamin C age-fighting powerhouse. Now that’s pure genius.

The last set I will tell you about tonight is the flawless face set. It includes your choice of a matte or luminous 3D foundation. These foundations include our 3d complex, so they are age-fighters as well. Mary Kay® Foundation Primer with SPF 15\* acts as an invisible “buffer” that not only fills in imperfections, but also acts like a “magnet” to give your foundation real staying power. Applied after moisturizer, the lightweight gel glides on effortlessly and dries quickly, and is formulated to diffuse light which helps reduce the appearance of fine lines, wrinkles and pores. Plus, the formula is not only oil-free, but also contains an ingredient that absorbs excess oil as an added bonus. Our finishing spray keeps your makeup looking great all throughout the day. In fact – the only part of my face I’ve touched up since 7 this morning is my lipstick. This spray helps your makeup have incredible staying power!