

# “HANDICIALS”

## 5 Minute TimeWise “Handcial” Appointment

Booking Script: *I just started teaching skin care with Mary Kay Cosmetics.*

*I am in the introductory phase of my business. I am doing "5 minute handcials"*

*where you get to try the greatest in skin care: "TimeWise" and also be treated to a pampering hand treatment. I promise I will only keep you 5 minutes!! Is there any reason why you couldn't give me your opinion of 3-4 products during that time??*

*Great!!! Which is better for you, morning or afternoon? About 10:00 or 10:30?? Great I look forward to seeing you on \_\_\_\_\_ at 10:00! (This presentation is also great on break time at the office, sitting on the bleachers with other moms, after small group meetings)*

### What do you need for the 5 minute Appt??

1. **TimeWise 3D 4in1 Cleanser (normal dry), TimeWise 3D Day Cream (normal/dry)**
2. **Ivory and Bronze Matte foundation** (CC Creams work here as well. Just won't have quite as much contrast. TW 3D, any really light ivory and any really dark bronze) ~ You will not be using this on her face, that is why you need a contrasting color. (Example if she would normally wear an Ivory/Beige foundation - use the Bronze foundation and vice-versa).
3. **Paper Towels** (I like the Viva Select a size, then cut in half)-if not going to be near sink, wet them & put in ziploc
4. **Small water bottle**
5. **Brochures-the small Beauty Books**
6. **Skin Care & Satin Hands Surveys**
7. **Sales Tickets & a Pen**

### How to do a 5 minute Appt??

Arrive on time with a positive attitude, positive expectancy, and a smile!! Then do the following to WOW her!:

1. On the top of **left** hand apply a small amount of 3D Cleanser & spritz with water bottle. Have her massage it in a bit and then remove with wet paper towel, pat dry
2. Apply a small amount of 3D Day Cream on the same hand & have her rub it in all over
3. Apply a small amount of appropriate foundation on the same hand & have her rub it in
5. On the top of her **right** hand apply ONLY a small amount of the same foundation and have her rub it in.
6. Now have her compare both hands!!! The results are amazing!! Really romance the difference! The right side is very dry looking, really shows the fine lines, etc. The left side is soft, smooth, lines are less noticeable! ***“If that were your face, which would you want to show the world?” Can you just imagine, how great your face will look using TimeWise!?!***
7. Now have her take the damp towel and TRY to remove the product from the right hand...(doesn't come off easily). Then have her remove the product (same damp towel) from the left-PAMPERED-hand...(comes off VERY easy). Ask her ***“Now if that were your face, which would you prefer...rubbing and scrubbing like a tile floor, or being gentle to the only face God gave you?!?”***
8. Now, to keep her from looking like a giraffe...Demo the Satin Hands, so she can remove all the foundation from the top of her hands!! ***“Wow, now you have Satin Hands, soft, smooth and feels like satin!?”*** (this would be done at a sink)
9. Show her the brochure with the percentages she will see after just a few weeks using TimeWise 3D Miracle Set. Infomercial the 3D Night Cream & 3D Eye Cream to complete the set. ROMANCE THE PERCENTAGES AND RESULTS!!!!
10. Have her complete the TimeWise / Satin Hands Questionnaire (you then have her name, address, phone # and email) and also (The form allows them to indicate if they would be interested in purchasing the sets)
11. Then close the sale, write up her sales ticket, Give her a Look Book, and book her FACIAL appointment where she can experience our color and/or Microdermabrasion, Charcoal Mask treatment & Satin Lips
12. Encourage her to share that appt with a few friends and turn it into a party so she can get FREE PRODUCTS & FUN!

**\*\*\* You have Been officially challenged to get 30 opinions as quickly as you can! Be sure to let your Director and your Recruiter know when your challenge is complete! \*\*\***

## **MARY KAY TIMEWISE 3D SKIN CARE AND SATIN HANDS SURVEY**

Name \_\_\_\_\_ Email Address \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_\_  
Cell Phone \_\_\_\_\_ Work Phone (if okay to call) \_\_\_\_\_ Best time and place to reach you \_\_\_\_\_  
Do you currently have a Mary Kay Beauty Consultant? \_\_\_\_\_ (If yes, who? \_\_\_\_\_)

### **TIMEWISE 3D SKIN CARE QUESTIONS:**

1. Did you find the products to be enjoyable? \_\_\_\_\_
2. Did you find them easy to use? \_\_\_\_\_
3. How would you rate your skin after trying the skin care?  
\_\_\_\_ Soft & Smooth \_\_\_\_ Refreshing \_\_\_\_ No Difference
4. What brand of skin care do you currently use? \_\_\_\_\_
5. A 4 to 6-month (approximately) supply of TimeWise 3D Cleanser, Day Cream, Night Cream, Eye Cream ) is valued at \$132 but retails for only 120. With it's 100% Satisfaction Guarantee, would you be interested in starting with this set today?  
\_\_\_\_\_

### **SATIN HANDS QUESTIONS:**

1. Did you find the products to be enjoyable? \_\_\_\_\_
  2. Did you find them easy to use? \_\_\_\_\_
  3. How would you rate your hands after the Satin Hands Treatment?  
\_\_\_\_ Soft & Smooth \_\_\_\_ Refreshing \_\_\_\_ No Difference
  4. The Satin Hands Set is available in a 3 piece set for only 36. Would you be interested in treating your hands to this set today?  
\_\_\_\_ White Tea & Citrus or Fragrance Free? \_\_\_\_\_
- Would you be interested in earning free Mary Kay products by sharing our products with 2-3 of your friends? \_\_\_\_\_

**THANK YOU FOR COMPLETING THIS SURVEY FOR ME AND ALLOWING ME TO PAMPER YOU!**

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