

# Skin Care Class Outline

Before we try our skin care on our face, we will try our satin hands:

Step 1: Hand softener will fill in any dry cracks

Step 2: Hand scrub is a sugar base that will exfoliate dead skin

rinse and dry

Step 3: Hand cream can be used daily

Meet the guests – find out their name, anything they would enhance about their skin

Before we leave today, I want you to leave as a better advocate for your skin and also our company. So we will share a little more about it while you have your mask on your face.

Before we begin, I love to tell you...we are #1 in the WORLD!!!

- we are paraben free, cruelty free, landfill free, fragrance free
- we are approved for very sensitive skin, eczema, rosacea and psoriasis
- we have several skin care lines, from acne, teen, men's and an advanced anti-aging...

Today you will experience the TimeWise Anti-aging skin care regiment. Dermatologists are now saying we should start anti-aging so much younger...as young as what age? (*Have them guess*) CRAZY! 16!!!

**Q: Where do you think most of our skin issues stem from?**

A: Only 20% is from natural aging process. 80% is lifestyle, mostly environmental...

**Q: When do you think most people skip washing their face? More mornings or nights?**

A: Night! We are exhausted, but every one night we skip ages us so much faster! I don't want you skipping either, but certainly not the night!

## **LET'S START TRYING OUR SKIN CARE...**

If you look in your tray and you're like I don't even wash my face, I'm excited for you to try this week's worth of regimen in one sitting!

\*\*\*Optional\*\*\*

But before we dive into your tray, let's try the Micellar Water on your cotton round. Avoid the eyes, but go ahead and do this double cleanse all over your face. This is a no-rinse cleanser, which is great in a hurry, on the go, kids gym bags, camping...you name it! At night, we love to double cleanse by using this first and then the cleanser bc of all the pollutants!

(Have them pat their fingers in their bowl and get their face nice and damp!)

Let's start with our daily cleanser! This is your anti-aging 4-in-1 Cleanser...

- ☐ Four things: Cleanse, mask, tone, brighten
- ☐ Use morning/night
- ☐ If it's clear, then you've told us you're combination to oily and if it's a cream based, you are normal to dry!

Today, we are going to multi-mask, which means a couple of exfoliates back to back! Now, if you said you're more on the sensitive side, we would have you use these next two products on different nights, so like one Sunday and a different one Thursday.

Microdermabrasion Step 1, refine (optional):

(start with only the right side of the face, get fingers damp)

- ☐ Same specialty grade as the dermatologists' office & spas
- ☐ This is a luxury product, so you would only use it once or twice a week!
- ☐ How many layers of skin do you think we have? 7!  
This will get down to where blackheads and big pores happen!
- ☐ Made with spherical crystals so it won't leave you with microscopic cuts as many common exfoliators do

(have them look at the difference in each side of their face, then have them repeat on the left side)

### Charcoal Mask:

- Easiest when applied with a mask applicator
- Activated charcoal allows the skin to detox
- Also patent-pending ingredients rosemary, honeysuckle and navy bean to help with discoloration
- Pulls out 2 times the weight of impurities

\*\*\* While the mask is setting for about 10 minutes, you can share more about Mary Kay...

At home we would leave this on for about 20 minutes, we won't do that today, but flip your mirror over and grab your profile that you filled out at the beginning! I want to share with you some more about Mary Kay.

I love that Mary Kay gives back to ending women's cancer and ending domestic violence. That's why we love to tell you more about it.

Flip profile over and we will have a little commercial break. It's estimated that in a couple of years, over 90% of women will be looking for a side hustle! Maybe that's you and maybe not!

Here are some characteristics we look for in potential beauty consultants! Write these down as I share! The first is ...( feel free to add more of your personal stories into these)

- 1) Money: We find that women need or want more to make things not so tight or just extra cash flow! Success Magazine says the average American spends 103% of their income! Does anyone know what our profit is? Every time we sell something, what % do we get? YES 50%!!! Which also means we get 50% off of our products!
- 2) Busy- we love busy women! They know how to get things done! But they also want to be flexible! You can do this as a Hobby, Part-time, full-time, you choose as your own boss!
- 3) Family: This could mean a lot of things, but if family is important to you, you're in the right space. Mary Kay Ash, our founder, said God first, family second and career third! Also, to some, family is not always blood, so we create a sense of family here too!
- 4) Recognition: Lack of Recognition is #1 reason why people leave jobs, according to Forbes magazine
- 5) Giant: We believe many women have such giants living inside of them and maybe just haven't been given the platform to showcase that. You can here and we help you discover gifts and talents maybe you didn't even know were there!
- 6) Sales: Cross this word out!!! We don't want you to be salesy and pushy! We want you to build relationships with women! That's who we are and what we do!

Ok, so put your pretend hat on and just humor me. For some tickets, go ahead and ask me anything about the business! If I don't know it, I will find the answer out for

you! But no product questions, just business! If you ever started something like this on the side, what questions would you have?

On the top of your profile, you have an A, B and C. C is I just want to remain a client for now and I'm excited to see you at my next session! B-I don't know why I'm excited, but I think I at least need to "B" a smart shopper and get 50% off! and A-absolutely, tell me how I start earning 50% off today and start a side business with support!

\*\*\* OK, before we take the mask off, this is really fun, but go ahead and flip your profile back over and while I clean up, we are going to have a chance for a prize! Pull out your phones! In the middle of your paper, you have a section for Legacy Leaders! You know the women who do so much for others, lead in your community schools, you know your neighbor who just had a baby, the women who are influential and we want to gift them some pampering! I'll give you a ticket for every person you put down. Whoever has the most when my timer goes off will get a gift as well! Ready, set, GO!!!!

Before I give you a new washcloth, one more mask and its for your lips!

Satin lip scrub:

- ☐ lips don't naturally exfoliate, so need a scrub to remove dead skin

- ☐ Use once or twice a week

Wash off lip scrub mask and charcoal mask!

Satin shea butter balm

- ☐ Vitamin A and E
- ☐ leaves your lips feeling moisturized up to 6 hours and not drying out
- ☐ A lot of lip products have camphor in it, so it's a selling gimmick to have your lips dry out!

Microdermabrasion Step 2 Pore Minimizer:

- ☐ Soothes your pores and prepares the fresh skin on your face
- ☐ Suggest using the micro at night if they find it makes their cheeks rosy
- ☐ Can use step 2 every day if big pores

Serum +C:

- ☐ Used morning and night if over 30, you can use just at night if under 30
- ☐ Collagen boosting product, proven to lift, tuck & suck...spanx for face!
- ☐ Collagen production stops about age 21
- ☐ Our bodies can't naturally produce or retain Vitamin C
- ☐ Has the highest level of vitamin C without a prescription

If doing a day-time session:

### Anti-oxidant Moisturizer:

- ☐ Back to being skin specific
- ☐ one of the fastest way to prematurely age skin is lack of moisture
- ☐ use on face and neck
- ☐ nongreasy and quick-absorbing

### Daytime Defender:

- ☐ Protects skin against environmental stressors
- ☐ Apply after moisturizer to have it be the last step of skin care protection
- ☐ Has SPF 30, which we need daily no matter where we live
- ☐ **Do you know why more and more cancer is on the left side of our faces?** (for a ticket – answer: driving)
- ☐ Exposure to UVB/UVA rays fastest way to speed up aging, so we need protection

Nighttime Recovery (walk around and try on back of hand~ we don't squirt in tray)

- ☐ Replenish what is depleted during the day
- ☐ You would actually use this BEFORE moisturizer at night
- ☐ Specially designed to dispense the nutribeads duo-burst of vitamins
- ☐ You can wake up to healthier and more radiant skin
- ☐ Helps calm and soothe skin

EYES!!



- ☐ Eyes are fastest aging spot of our body and also hardest to correct

Discuss (don't have them try) Oil-Free Eye Makeup Remover:

- ☐ 2 part product to cleanse and condition the eye
- ☐ Removes waterproof mascara
- ☐ Safe for contact lens wearers and ophthalmology approved
- ☐ Featured in multiple magazines and blogs as the Best Beauty Buy
- ☐ It will help kill bacteria, which produces and can cause pink eye, styes, mites and more

Eye Cream:

- ☐ Second most important thing to a good skin care routine
- ☐ Morning & night product
- ☐ Firms, brightens, tones, moisturizes the eye area
- ☐ Helps fight dark and puffy

Foundation Primer:

- ☐ Hollywood's best kept secret
- ☐ Fills in your pores so your foundation won't
- ☐ Has SPF 15
- ☐ Helps to absorb oil

Foundation:

- ☐ Do you think foundation is makeup? (yes for most because it clogs your pores but not ours)
- ☐ Part of your skin care because it's non comedogenic and is protecting your pores from the environment
- ☐ Six different formulas, so really depends what finish you prefer
- ☐ PLEASE apply with a brush and make sure to clean it!  
We want to stay away from using fingers and sponges

**Foundation match now or in their individual close**

Go over specials on the closing sheet