

## **Party Outline**

- Introduction, 5-10 Minutes
  - Go around the table and give names and descriptors
    - Good time to take a selfie with each group (to use for referral game, before they take makeup off)
  - Intro yourself and start of I-Story (who you are, your MK story up until today)
  - Give expectations/time frame for the night
  - Go over company/product overview
    - Safe products - EU certified
    - Made in Dallas
    - 100% guarantee / makeup graveyard
    - No animal testing
- Products (keep simple as details are on spa menu, tell top 2-3 facts for each product)
  - Eye Makeup Remover (Eye bug sheet)
  - Micellar Water
  - Describe difference in 2 TimeWise sets
    - One is prevention, the other reverses damage (even under the surface)
  - Cleanser
  - Exfoliator
- Q & A - Part 1 (Products)
  - Guide them to ask questions about skin care, makeup and products
  - Have 2-3 easy questions in your pocket in case they're shy at first
    - Example: What do I do for acne prone skin?
    - Try and point to products you'll use tonight for answers
    - A great time to do Clinical Solutions on back of hands, as it usually answers someone's question
  - This opens them up and gets them comfortable talking in front of the group
- Products - Swap masks & do hydrator
- Q & A - Part 2 (Marketing)
  - Finish I-Story - where you're going
  - Invite them to ask questions about your MK journey or the company in general
  - Have 2-3 questions in your pocket in case they're shy at first
    - These can be tailored to match your MK goals and I-Story
- Products
  - Serum
  - Day cream on face
  - Night cream on neck
  - Eye cream
  - Satin lips mask