

Get Your GLAM On Consultant Checklist

SUPPLY CHECKLIST:

- Eye Makeup Remover
- Miracle Set (Both Formulas)
- Microderm 1 & 2 (will go on back of hand)
- Foundation Primer
- Concealer Shades (lv 1 – 2 Beige 1)
- Facial Highlighting Pens (Optional)
- Liquid & Mineral Foundations
- Eye Primer
- Eye Shadow Pallet w great shade variety (Section 2) OR Color Cards
- Blush Pallet w great shade variety (Section 2) OR Color Cards
- Highlighters & Bronzers
- 1 Eye Liner Sample/Guest
- Lash Love and/or Ultimate Mascara
- 3 Cotton Pads/Guest (EMR/Foundation/Blush)
- 1-2 Mascara Wands/Guest
- 1-2 Eye Applicators/Guest
- Profile Card
- Order Form (Do NOT lay by customer – keep for individual close)
- Black/Blue Pen
- 1 Washcloth/Guest
- 1 Create a Rollup Sheet/Guest
- Recruiting Packet
- Hostess Packet
- 1 Look Book PER Consultant to Use at Individual Close but NOT ever given to guest

TIME SCHEDULE:

- 6:00 Consultants Arrive to Set Up
- 6:15 Set Up COMPLETE ... Consultants Welcome Guests & Fill Out Profiles/Take Before Pictures
- 6:30 Begin PROMPTLY – If you are late you & your guest will need to use another room.
- 7:30 Makeovers Complete – After Pictures Taken – Consultants do Individual Close
- 8:00-8:30 Consultant/Director Follow up Session

SCRIPTS:

“Hi _____ this is _____ with Mary Kay Cosmetics & I am calling to invite you to our Get Your Glam On event Thursday where you will receive a custom color look – advanced glamour tips PLUS a before & after photo! Can I reserve a spot for you this Thursday at 6:15? (If NOT Ask if they are free NEXT Thursday)

Great! I am so excited for you to join us & learn so many great makeup tips – I just know you are going to love it! See you soon!” (Don’t forget to text them 3 days – 24 hours & the day OF the event to confirm their attendance/keep them excited!!)