

TNL Consultant Checklist

SUPPLY CHECKLIST:

- Eye Makeup Remover
- Miracle Set (Both Formulas)
- Microderm 1 & 2
- Eye Firming Cream
- Eye Revitalizer
- Foundation Primer
- Liquid & Mineral Foundations
- Highlighters & Bronzers
- Lash Love and/or Ultimate Mascara
- Lip Gloss (At least have Icicle – Fancy Nancy – Beach Bronze)
- Cream Eye Shadow (Beach Blond & Iced Cocoa)
- Targeted Action Toning Lotion
- 2 Cotton Pads/Guest (EMR/Foundation)
- 1-2 Mascara Wands/Guest
- Profile Card
- Order Form (Do NOT lay by customer – keep for individual close)
- Black/Blue Pen
- 2 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:

- NOON – RSVP Number of Guests to Director**
- 6:00 Consultants Arrive to Set Up
- 6:15 Set Up COMPLETE ... Consultants Welcome Guests & Fill Out Profiles/Take Before Pictures
- 6:30 Consultant Announcements/Recognition
- 7:00 Guest Option 2 Time to Arrive
- 7:15 Begin PROMPTLY – If you are late you & your guest will need to use another room.
- 8:00 Facials 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 Ladies Nite OUT where you will receive a full skin care needs assessment plus microdermabrasion & satin lips treatment! Can I reserve a spot for you this Tuesday? (If NOT Ask if they are free NEXT Tuesday) Since it is our Ladies Nite Out you have the option of coming at 6:15 to join us for Consultant Excitement & Recognition or at 7:00 just for the guest portion which would work best for you? Great! I am so excited for you to join us & learn so many great skin care 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!!)