FB LIVE SAMPLING PARTY (Jenn Besecker style)

Host Messages (Add emojis for fun)

HOST1 - Hi [host]. Great news. Your party's Facebook group is up. I invited you to it, and here's the link for you to click and join... and the link will always be right here in Messenger, if you can't find the party LOL. Oh, and once you JOIN, I'll send you an Admin request too! <add link>

HOST2 - AUDIO MESSAGE: Hi [host]! ...now the fun begins! You get to invite all your family and friends. What I have found is, that if you will **personally text message or PM message your friends, let them know **you're having a fun Mary Kay party and that **they're going to get a pampering package, and **this is the link below to click, then they will join! You know, sometimes in the FB world, when you just click invite, invite in the party group, people don't even know they're invited. So I'm going to put below a sample invite you can copy and paste, and then privately send it on FB Messenger to each FB guest! Please be sure to include her name too, so she feels so special and important!

HOST3 - I want you to join me for a fun Mary Kay pampering party in the next few days here on FB. You're going to get a free pampering package sent to you in the mail. Would you click this link and "join" me? <add link>

Compiled by SD Sandy Welch 2021

HOST4 - Hi *hostess*! I'm so excited that you've invited friends to your group! Would you be so sweet to send a Messenger to maybe 10-15 more friends? You can copy and paste the same invite, and include each friend's name, just like you did before! We're going to have such a great time, and I'd love to see you have 15-20 guests who join and get pampering packages! I think you could really be in the Grand Prize Hostess Contest!!!

HOST5 - AUDIO MESSAGE OR TYPE: Okay! I heard from # of your friends, but I have not heard back from these friends (list their names). It's probably because we're not friends on Facebook yet, so they don't see my message. Could you be so sweet and reach out to them? And even send me their info, if you wouldn't mind gathering the information for me?

HOST6 - AUDIO MESSAGE: I know you're not in the drawing for free giveaways, but the more you comment on my posting, and the more you comment on your friend's posting, the more excited they'll get. So can you do me a favor over the next week? Do you mind checking the Facebook group? Maybe at least once a day, and commenting on your friends' posts, and commenting on my posts?

HOST7 - AUDIO MESSAGE: Hi *hostess* could you be so sweet and send a little text message or a little PM out to all your friends, and remind them tonight is the LIVE, (because everybody's busy and we forget).

2 SHORT LIVES on Day 2/3 and Day 7. Live is Day 8

DAY 2 OR 3, do a short Live: 1-so excited for <host> and her girlfriends. 2-You'll be getting a pampering package mailed to you to use on our SPA night! 3-please Messenger me with your mailing address and if your skin type is n/d or c/o 4- if you'd like a tracker, please include your best email and phone! 5-Looking forward to our Live on DATE.

DAY 7, do a short Live: 1-excited, 2-tomorrow is our LIVE, 3-comment now on all the Special posts to get in our multiple giveaways during the Live, 4-if you miss the Live, pop into the Live later and do your pampering session with us. 5-Everyone is a winner in the Live! 6-see you on DATE/TIME.

Guest Messages (add emojis for fun)

HOSTGUEST1 - Hey there!!! My name is ***. I'm the beauty consultant doing **host's** party on **day and date**. I would love to send you a pampering packet full of samples that you'll be able to use during this facebook Live event. May I please have your **address, and **your skin type, normal to dry or combination to oily?

HOSTGUEST2 - Thanks so much! I'll get your pampering package out to you this week. If you'll send me your best phone and email, I'll send you an email tracker too.

HOSTGUEST3 - Awesome. Your pampering packet will be mailed today. Here's the link to **host's** pampering group, in case you can't find it <add link>

HOSTGUEST4 - Hi *guest*. Just checking in to make sure you got your pretty pampering packet, and you'll be able to be on the Live **tonight** at x:00. Here's the link to *host's* party. <add link>

AFTER THE LIVE/SHE HAS SENT YOU THE GAME BOARD PHOTO:

HOSTGUEST5 - I'm so excited for you! Thanks for your photo, and you've just won a "half-price-item" coupon you can use on any single product you purchase during this party! Woohooo!

GUEST MADE A PURCHASE. CREATE A NEW POST WITH A THANK-YOU-PHOTO IN THE GROUP (separate post for each guest)

HOSTGUEST6 - Thank you for your purchase! *taghost* and I are so excited for you! Enjoy, and thanks for supporting *host*

**AFER THE LIVE, PHOTOS COME IN: ANYONE WHO CIRCLED "FREE":

HOSTGUEST7 - I'm so thrilled to help you get some FREE stuff and pamper your own girlfriends! Yay! What is better, a Mon/Tues/or Wedn, or maybe a Thurs/Fri?

HOSTGUEST8 - Super, I have "this DATE" OR "that DATE" open. Which one would work better for you? And are you thinking 7pm or 8pm might be better? Whatever you decide is perfectly fine with me!

DAY 8: GO LIVE!

• Hi! My name is (your name). And I'm excited to be

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here for the party!

• I'm going to take a moment to tag everyone so

they can find us!

- Welcome each person as they come on...
- Here's our **Hostess with the Mostess**! **Thank you so much** for hosting this party with all of your friends an family!
- (Hostess), all your friends are here! It's SPA time! (Hostess) is taking you to the spa!"
- Again, I'm (your name), a beauty consultant with MK and I'm partnering with (hostess) to get you pampered today!
- I live in (City & State). Comment below with where
 you are from!
 DonnaBayesScott 2021
- In your **Pampering Packet** everyone should have 3 gotten a **Hashtag Game Board**. If you didn't get one, you can just **draw it on a piece** of paper and still play!
- You got some **samples**. You may need some scissors to make opening them easier.
- And also **pull out the catalog**. It's **the Look book**. I like to call it the **MK Wish Book**.
- Remember when you were a little girl and you used to get the **Christmas Wish Book**? Remember laying on your bed going through that catalog circling all the toys you wanted?
- You'll want to do that with your catalog. Circle everything you wish for!
- OK...where are you right now? Did you lock yourself in your bathroom? Or do you have a bowl of water?
- Is anyone drinking anything fun out there?

- Who likes to win prizes??
- Remember **all the comments** you made during the week? **I assigned** everyone a **number based** on the number of comments you made.
- (Hostess) will **select a few numbers** during the party and **whoever was assigned** that number will win a prize!
- I like to give everyone a prize.
- So tonight, I want everyone to be a winner!"

(Show Tic Tac Toe Game Board)

- Pull out that little game board that came in your packet.
- There are **9 spots** around that board. Your mission is to **fill up all 9 spots** during the party with products that you really like.
- What **products will you love**? What products would you love to have for **free**? Or even at **1/2 price**?
- Maybe we will try them tonight, or maybe they are ones I will talk about, or maybe they will be ones you find in the catalog.
- By filling all 9 spots on the board, you will win a prize! And we love prizes!! And everyone can get one by filling this out!

I have eye makeup on, so I'm going to start by using **Oil Free Eye Makeup Remover.**

(Show the two layers) **Shake it before using**.

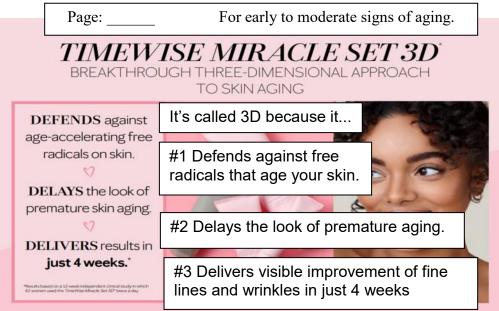


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- If you have any questions, please **comment**. I can't see you, but I can read you! If I miss a question, I will go back through and answer.
- This is the **skin care system** we will be using tonight. It's the **Miracle Set 3D**.
- But we will only be using **3 of the 4 products** in this strip tonight.
- You will get more than one use out of this packet, save it so you can do it again tomorrow and use **the day cream** tomorrow morning!
- We'll be using the **Cleanser**, the **Night** (or Day) **Cream**, and the **Eye Cream**. **Tomorrow**, you'll use the Cleanser, the Day Cream, and the Eye Cream.

- 7 This little sample I call **Peppermint Patty** for your face!
- It's really our Charcoal Mask.
- We are going to give ourselves a **mask treatment**.
- First thing you want to do is **separate the packets**.
- And open up the cleanser packet.
- What I love about these samples is **there's enough for tonight**, for tomorrow **morning**, and probably for **tomorrow night**, too!
- Your face can then get the full effect!

Show Miracle Set in bag



It's called 4 in 1 Cleanser because it does 4 things:

- It Cleanses
- Exfoliates
- Tightens

 And brightens all in one

SKINVIGORATE SONIC™ SKIN CARE SYSTEM •

- Mirrors the movement of a **bumblebee** which distributes pollen at **sonic speed** (flaps wings at 130 x/sec) without injuring the flower petals.
- Our brush has 20,000 micro-bristles that oscillates at 200 times per second!
- Have you ever forgotten your toothbrush? Had to use your **finger**? At home you use a **regular toothbrush** (like using a **washcloth** on your face). This brush is like using an electric **toothbrush** on your teeth! Your **face is squeaky clean**!
- Removes four times more dirt, oil, impurities, makeup and pollutants than hand-cleansing alone.
- Has three speeds
- It's rechargeable, waterproof

Remove: Wet Washcloth - How does your face feel? I love cleansing my face! The cleanser **smells so good** and makes my face **feel so fresh**!

CHARCOAL MASK SELFIE

- "Ok girls!
- This mask Is going to be on **10 minutes** (can leave it on for up to 20 min) so here is **where you can win a prize!**
- While the mask is on, I want you to take a **selfie and be** creative.
- Add a filter to it, grab a kid or husband, be original. Make it a fun picture.
- When the party is over, my husband will choose the **best selfie**!
- OK, **hurry and take** your selfie and post it in this group! And then **come back** because I have more to share!"
- I'll give you **one minute** to take your selfie and then I'm going to **keep sharing** some more products!

Multi-masking: Moisture Renewing Gel Mask

Charcoal Mask •



- Now we are going to do an exciting spa treatment. Charcoal mask! Peppermint Patty for your face.
- Open the packet and smell it!
- I smell peppermint, rosemary, honeysuckle, & navy bean extract.
- I'm using our **Mask applicator** to apply. Keeps my fingers clean!
- This is triple-activated charcoal that acts like a magnet to detox your pores and suck out all the dirt, grime, oils, toxins, & gunk from your pores.
- Smooth it on your face avoiding the eye area.
- Good for all skin types.
 - Good for all ages. Conti

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- This is one of my favorite products Botox in a Bottle!
- Revealing Radiance Facial Peel: Pg _____,
- When you put it on, it instantly goes to work and takes off the first layer of dead skin cells, and then goes down 3 layers deep looking for dead cells to remove!
- In order for you to generate young beautiful healthy skin, you have to get rid of the dead skin cells. Taking off dead cells speeds up cell renewal!
- It's going to help you **look younger**! (Cell renewal slows down beginning at age 20. Every year it slows down by 1%.)
- Formulated with glycolic acid and an exclusive blend of calming botanical extracts, it's gentle enough to use twice a week!
- You'll see smoother skin, and fine lines and wrinkles look reduced.
- I love it so much it's a PARTY SPECIAL: \$10 off!!



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- The next product is one that women **go to a spa** and **spend lots of money** for!
- And that's our **Microdermabrasion Set**! (Show set)
- Where Facial Peel was a chemical exfoliator, Microdermabrasion is a physical exfoliator.
- In your order, if you decide not to treat yourself to this, I'll give you a treatment! Yes! In your order, I'll include a treatment of microdermabrasion so you can try it!
- It has little **polishing crystals** that you buff your skin with.
- You are polishing off **dead & dry skin cells** and **revealing** healthy-looking skin.
- It will make your skin feel as **soft as a baby's bottom!** And it **cleans out your pores**.
- The **ingredients are the same** used by dermatologists and med spas.
- It can be used 2-3 times per week.
- I use it in the **shower**. And, it has a **twin sister**!
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- And you know, every girl's got to have the Cleansing Brush.
- This brush has a **removeable head**.
- You can buy an **attachment** that is this **massage head**.
- When you put your **serums on**, like the Pore Minimizer, you can **massage it in on your face** and your neck and you're like **in heaven**. It increases circulation and relieves tension like tension headaches.
- The **Cleansing Brush** is such a **must have**, that you'll get it for **\$10 off**!
- Yes, another **PARTY SPECIAL! \$10** off the Cleansing Brush!
- I'm doing this because of (Hostess)! She's such a wonderful hostess!



The Microdermabrasion Pore Minimizer - Step 2 14

- Significantly **minimizes size** of your pores.
- **Comforts skin stressed** by the exfoliation and **reduces** the appearance of **redness**.
- You only **use the Step 1** to polish your skin **2 3 times** per week, but you can **use this step every day**, morning and night, if you have large pores.
- Your pores are going to look amazing.
- I can't give you \$10 off the facial peel without also giving you \$10 off the Microdermabrasion Set! Every girl's got to have it!



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• So...another PARTY SPECIAL! \$10 off!

If you think you'd like it, write it on your game board! \$10 off!

One of our newer products and one that you'll love is our **Hydrogel Eye Patches**!!

- You can keep them in the frig! They are your secret weapon!
- I call them "Cappuccino for your eyes!
- It's like a cup of coffee for your eyes!
- They perk up tired eyes with these little smile-shaped gel eye patches. (Show inside the jar)
- Look at those pink little rose petals.
- If you have **bags under your eyes** in the **morning, you'll love these**.
- Get yourself a **cup of coffee**, and put these **under each eye for 20 minutes.**
- It de-puffs and de-stresses and hydrates your undereye!
- It helps with undereye bags, and it cools and soothes!
- It's a PARTY SPECIAL \$10 off!
- Use 2-3 times per week! There's 30 pair in the jar (60 total)



Let's have a drawing for our first prize! 17 (Hostess), give me a number between 1 - XX. Each of you who have commented have been assigned numbers based on the number of comments

- Congratulations (winner)!! I'll pop your prize in the mail ٠ along with your order! You're going to love it!
- Don't worry, we will have some more prizes. And don't for-• get our Selfie Contest! Take a selfie in your charcoal mask!
- If you're **ready to remove mask** with warm water and wash • cloth, you can.
- If you want to keep it on a little longer, go for it. You can leave this on for 20 minutes.
- Let me tell you a few more secrets about the Charcoal Mask. It detoxes! So, you can use it on your feet and detox them. You can detox your arm pits!
- I have one more **party special** and then we will take our ٠ face off. It's so awesome!

PRESS HOT CLOTH ON FACE AND REMOVE 19 CHARCOAL MASK

"Wilson"... Press hot steamy white washcloth onto your face. It makes a Wilson face (movie Castaway) imprint on your washcloth)

- Your skin pores are thanking you for getting that junk and • qunk out.
- I have a **nickname** for the Charcoal Mask... **Peppermint** Patty for your face. Why do I call it Peppermint Patty?
- Take your **Look book** and **fan yourself**... "Ohhh, a cool • breeze running through my hair."
- | just had the best facial! •
- It's like my face just ate a peppermint patty but with no calories!
- Are you having fun? Are we feeling good? Face feeling fresh? Thank you (hostess) for having this fun party!!

Now we're going to talk about our day creams, our night creams, our eyes.

- While our faces are drying, I'm going to show you another prod-
- Speaking of Botox...the next product is like a Shot of Botox!
- It's called TimeWise Volu-Firm Deep Wrinkle Filler. It's part of our TimeWise Repair line of products.
- We are sampling the 3D skin care line for early to moderate signs of aging, but the Repair line is for advanced signs of aging.
- Let me show you this product. We get these little lines and we can fill them in with this! (apply to half forehead)
- It immediately fills in deep wrinkles.
- And helps **improve the appearance** of deep wrinkles over time. •
- Be sure to use a **sunscreen** during the day over the Deep Wrinkle Filler because it has retinol in it.
- **See**...can you see how it looks better than the other side?

- We've been doing head-up tonight, doing our face. But we have an entire body that we need to take care of.
- Skin all over needs anti-aging! From top to bottom!
- We have this incredible lotion that I call **anti-jiggle lotion**!
- Anywhere you jiggle, this body lotion is for vou!
- Boobs, arms, butt, legs, belly. Anywhere you jiggle!
- It tones, firms, tightens.
- Moisturizes for 24 hours!
- Party Special—\$10 off!

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Comment if you have your charcoal mask off and you feel amazing!



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GET DAILY **PROTECTION** AND NIGHTTIME **RENEWAL.**

- Apply Night Cream.
- You body repairs itself at night.
- This cream has encapsulated resveratrol, plus Japanese apricot extract, to help minimize signs of aging.

The day cream comes in both an spf 30 or non-spf formula. I recommend spf.

TIMEWISE AGE MINIMIZE 3D* NIGHT CREAM

How does your face feel?

Let's just review of the Miracle Set 3D

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• First, we cleansed our faces.

TIMEWISE

AGE MINIMIZE 3D*

DAY CREAM SPF 30 BROAD

SPECTRUM SUNSCREEN*

- Then, we applied the night cream.
- And then the eye cream! Very simple!
- Tomorrow morning, you'll just repeat the process.
- Cleanse
- DAY CREAM with spf 30 or without
- Eye Cream
- I have a cleanser in my shower, and one at my bathroom sink.
- Individually, this set costs _____. As a set, it costs _____.



TIMEWISE AGE MINIMIZE 3D EYE CREAM

3D Eye Cream

- It's anti-aging to prevent fine lines and wrinkles.
- It has anti-oxidants
- It's light and airy.
- It feels really good.
- It's a great first eye cream and comes in the 3D Set

- Now I want to show you the world's greatest eye cream.
- Do you have some advanced wrinkles around your eyes? Puffy eyes? Look tired?
- TW Repair **Eye Renewal Cream** It does everything that the 3D eye cream does, but it also targets...
- Wrinkles, dark circles, puffiness.
- Metal ball on applicator.

OK! How does your face feel?

- Take a moment and **comment** on how your face feels.
- Is it soft? Smooth? Hydrated?
- Which product did you like the best?
- OK...have you been filling out **your game board** throughout the party?
- Did you find at least 9 products you liked that you wrote down on your game board?

- The **3D Miracle Set** is awesome! 25 It's to help **prevent signs of aging** and to **help repair early to moderate signs of aging**.
- **BUT...**if you have **more than** early signs of aging...**more like advanced** signs of aging, you'll want the **Repair Set**.
- Maybe you've got **sun damage**, **brown spots** on your face, **deep wrinkles**.
- It comes in this pretty little box. I call this Botox in a Box!
- It has a **Lifting Serum** as well as a foaming cleanser, day & night creams, and the world's greatest eye cream!
- We start to age right below our noses where we get saggy and baggy. So the Lifting Serum lifts us up.
- The **Night Cream** has **encapsulated retinol** in it. Great skin care!
- Time to give away **another prize**. (Hostess) give me another number! ...the winner is....
- Let's do another number! (Hostess) choose another number!
- Now I want everyone to be a winner!

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- Second, you get 100% money-back guarantee, from MK, for anything you purchase. So, if you purchase something tonight and you don't feel it is working for you, you can return it or exchange it for something else.
- **Third**, you get a **birthday discount from me**. I celebrate your birthday!
- Fourth, I always give you FREE prime shipping! I pay your shipping and you'll get your products in your mailbox in 3-4 days! If you're local, I will drop it off!
- So, if you would like to be my customer, just **write yes** on question one or, **if you already have a beauty consultant**, just say you have a consultant.
- However, you can still purchase all the things you fell in love with tonight to help your hostess get products for free! So thank you so much for supporting her party!

- When you **turn this game board** in to me tonight, **you'll win a prize**! Just snap a picture and private message it to me.
- And I'll reply back to you with what your prize is.
- OK...Question #1— Would you like to be my customer? If you already have another MK consultant who serves you well, of course, go back to her! But if not, I'd love to tell you why you'd love to have ME be your MK girl!
 - First, If I'm your consultant, you'll be invited into my private MK VIP customer group on Facebook, where you'll get all my tips, tricks, steals and deals.
 - I'll also **add you to my mailing list** and you'll receive the catalog every three months. We call it the **Look book**.

Question #2 - FREE or ME)

Free means you, too, would like to be a hostess I like (Hostess) is tonight. (talk about your rewards So let me tell you what you'll get for having a party.

- First, you get "HOSTESS PROGRAM" right off the bat! (Hostess) gets 'HOSTESS PROGRAM" whether you showed up tonight or not! Sometimes we worry if anyone will show up! But you did!
- She's also going to earn 10% of all the sales in free product!
- So all those products you loved, the skin care, the jiggle lotion, the eye patches! The necessities of life, she's going to get free **10% of your purchases**.
- And, it **gets even better**! Have you had fun? You might be thinking, "Yeah! I did! I want to do this again!"
- If you decide to circle FREE and book a party with me, (Hostess) will get \$25 in free products for every friend who books.
- If two of you book, she gets \$50 free. If 4 of you book, she gets \$100!

Right now, I have this **quarterly High Hostess** 29 **Contest** going on.

- Let me tell you what (Hostess) is in the running for.
- I give away a gift card to **YOUR CHOICE**
- Do you think (Hostess) deserves to get **PRIZE**?
- Every quarter, my **top hostess** with the **most hostess credit**, from holding her party, from the sales she gets, and from the new bookings that were booked, **that high hostess** gets ****PRIZE****.
- My **highest party right now** is just under _____ in hostess credit. So, we have to get (Hostess) to **PRIZE**
- So, how can you help?
- You can **purchase something** that you've fallen in love with.
- You can **book a party**. If you know you'd like to book a party, **just comment** below the word FREE.
- And that's how we can get (Hostess) to get the **PRIZE**.
- So, if you'd like to have a party of your own, just circle FREE on your game board. Or, if not, just circle ME and that means I'm not the party girl and I'm fine with not getting hostess credit. And that's OK!

I want to **thank (Hostess) for inviting you** 31 all tonight! **Thank you all** so much for joining us!

(Hostess), thank you so much for being a wonderful hostess. I appreciate you so much and I can tell your friends and family love you!

I just have **one more thing** to do and that's explaining **how they can order**.

- You can go to **my website**. It's on my [bus card or back of look book] I sent you. And I'll **post it** as soon as I get off and you can shop there. But, **if you do**, be sure to **register** and in checkout step 3, add your host's name! I'll be **post-ing party specials**, too, as a reminder.
- You can also just message me in Facebook Messenger and tell me what you want to order. That might be the easiest.
- I take Venmo, Paypal or I can send you a secure payment link thru email or text. Or you can pay right here in FB Messenger if you want to use a debit card.

- **Question #3** You are probably wondering why I'm so 30 happy!
- It's because MK has brought so much joy into my life.
- Before I started MK I was...
- I joined MK because...
- I'm still in MK because...the friends, getting the product at 1/2 price, and I can work from home when I want!
- We can start MK right now for just \$30!
- I never twist someone's arm to do MK, but I would **almost** twist their arm to have them get the facts.
- You might just want to be a **Savvy Shopper** who gets her products at 1/2 off for the rest of your life, or you might want to **grow a business** with an executive income and earn free cars!
- So, if you'd like to know more, circle **YES**. If not, circle **NO**.

We'll close the party in a couple of days. 32 That will give you a couple days to check things out. So today is { }, so you have until { } at midnight!!

• So let me recap:

In the 9 squares, put a product that you were impressed with, or ones you'd love to maybe buy, or maybe get for free or maybe at 1/2 price.

And then **answer all three questions**.

#1 - Would you like to be my customer, if you don't already have a beauty consultant? That's a YES

- #2 FREE, because you want some free stuff, **or** Me
- #3 YES, I want to hear more, so just give me the facts **or** NO, thank you.
- Don't forget to post your selfie for the **Charcoal Mask Selfie Contest**. My husband will judge the best selfie on the day we close the party out.
- Snap a picture of your Game Board and private message me the photo in the next 30 minutes, so that I can reply with your prize. Everyone will be a winner with that! I hope you had fun! Bye!!