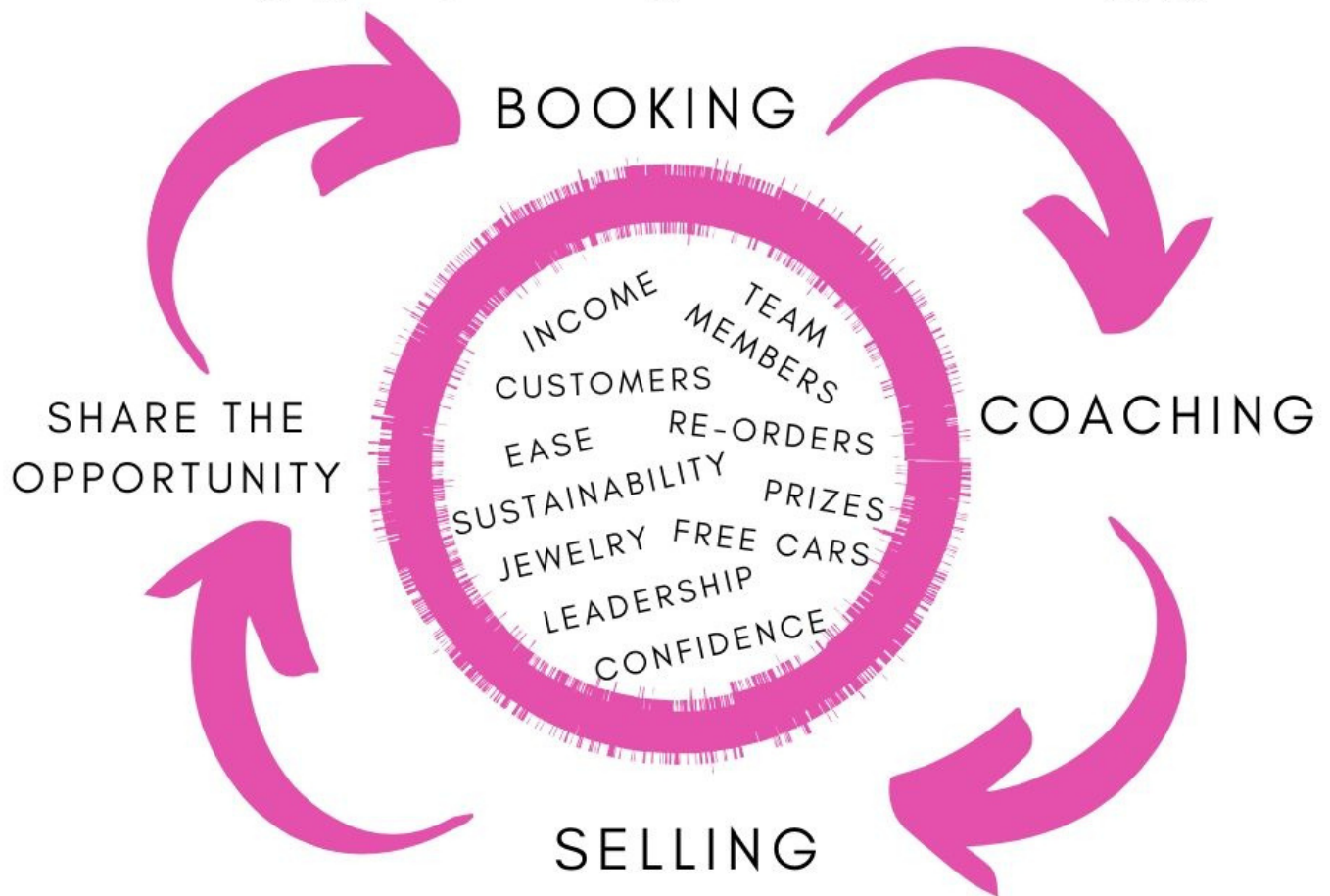


BOSS Unit Full circle Party Guide

Full Circle Success



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FULL CIRCLE PARTY OUTLINE



Pre-party starting:

- When guests arrive, do the Satin Hands treatment on each guest. Establish relationships and talk to your guests!
- Guide them to the table when everyone is done and have them fill out their profile cards

The Party: (areas in bold are most important for full circle success!)

1. Thank everyone for coming
2. Have everyone say their name, what they do, and something they'd like to learn about skin care or color
3. Give agenda and let them know at the end you'll **meet with them in the hostess's executive suite in her living room to see what they liked and help them customize products for them**
4. Tell your story-how you got into MK, why you are doing it, and where you're going. at the end say "Watch me tonight and see if there's any aspects of a Mary Kay business that would add value to your situation"
5. Pass around the starter kit flier so they know what it takes to start and that you'll be using those same supplies for your appointment tonight!
6. Skin care & color (optional)-use your flipchart if needed
7. Put on the satin lips mask and play the **REFERRAL GAME!**
8. Color (optional)-use the diagram on the color card or pull a cream shadow
9. Compliment time-when color is done, have them turn to each other and say what they like best about each other's new looks
10. **WHATS IN MY BAG TO SHARE THE OPPORTUNITY**
11. **DEAL OR NO DEAL FOR BOOKINGS FROM BOOKINGS**
12. Show them the sets on the SKIN CARE set sheets that came in your kit. Be sure to visually pull the bottles out again and show the Miracle Set & 3+ other sets on the sheet. Let them know how to pay and if you have products on hand
13. **Individual consultations**

PARTY OPENING



(Satin hands while guests arrive and to help make connections and get everyone to the table)

■ Introduce yourself and thank guests for coming. I'm excited to pamper you all today! Thanks so much for coming! I'd love to get to know all of you quick, if you wouldn't mind saying your name, what you do for a living, and something you'd like to learn tonight about (skin care and/or makeup)

■ Thank the hostess. I especially want to thank _____ for having you all out today! She is excited because she's getting a shopping spree from me! And you maybe didn't know this, but tonight is our first date together! And if you enjoy our date, you can book a second one with me! Reasons women book second appointments:

1. So they can try more products. Tonight we're trying ____ and blank ____ but maybe you'd want to dive more into _____ or _____
 2. If you choose to get products tonight we can check and make sure they're working for you!
 3. Becuase you'll get a shopping spree & free products just like ____ is getting tonight
- We will play Deal or no Deal later, so you will all get a chance to book that second session

■ Share agenda. I want to make this fast and fun for everyone! I'm going to talk a little at the beginning so we aren't strangers, walk you through our award winning skin care that will give you soft skin, and teach you a color look! We will also play some games for fun! At the end I'm also going to meet with each of you individually in _____'s executive suite (point to her living room etc) (laugh). Even if you don't want to purchase anything I'd still value hearing what you really liked, answer any questions, and it's a great time where I can use my expertise to customize something for you!

■ Share your 3-5 min I-story. After sharing say "watch me tonight and see if any aspects of this would add value to your situation, I am looking for women who _____!"

■ Go into Skin Care. Use the flipchart if you aren't confident in products

FORMULATE YOUR I-STORY WITH POWER!

4 parts to any great I-Story:

- 1.Intro-who you are
- 2.Challenges you were facing in your life
- 3.Discovery of Mary Kay & how it met those challenges
- 4.Call to Action

Common objections people have:

What part of my journey is an example of that concern & how I overcame it?

*No Time

*No Money

*Fear of starting something

*I don't wear makeup

*Now isn't the right time

*I don't know enough people

*I'm introverted

*No one in my life uses MK

*Husband won't support me

*I'm not the sales type

*I'm not tech saavy

How has Mary Kay benefited me most in my life?

Why I'm glad I said yes

What's the direction I'm moving towards?

End with a call to Action: "And just so you aren't wondering all night it's only \$35 to start a Mary Kay business for yourself, so watch me tonight and see if you could ever see yourself doing what I do" I'm looking for_____

or "Watch me tonight and see if any aspects of having a MK business could add value in your situation

PARTY TABLE CLOSE



“Now we have come to my favorite part of our time together. If you LOVED some things tonight, Women typically have 3 questions...

The first question they have is, “if I want something how do I get it?” My trunk is loaded so if you are tempted by anything you will get it tonight.

The second question is usually “If I want something how do I pay?” I take cash, check, cards, venmo, paypal, etc. We also have a he’ll never know plan for those of you with men in your life, it’s a little cash, a little check, and a little credit...they’ll know you spent money, but they don’t need to know how much :)

The last question women have is “what are the deals” so I’m going to go over the most popular sets in Mary Kay and show you my deals sheet!

-Pull out set sheets and go through the sets and romance the 3 set specials. Women like to shop in sets.

INDIVIDUAL CLOSES



SALE:

1. Did you have a good time tonight?
2. How does your skin feel? (touch your cheek)
3. What did you like the best?
4. What set would you like to take home with you? Or What would you like to take home with you tonight/today?

Collect the sale...keep asking "is there anything else" until she says "no"

BOOKING:

If you did deal or no deal:

"If it's ok with you, can we pencil in a date so you know what works for me and then you can check with people in the next 2 days and if that doesn't work we can always switch it? You'll get to pick a free product out of my bin for selecting tonight" Get a date and time written in your calendar. Give them a brochure or catalog etc with their date and time written on it. "If I don't hear from you in the next 2 days I'll assume that date works for you."

TEAM BUILDING:

- Ask "I see you were a ___ on the interest scale, tell me about that" (keep asking her what her reasons would be FOR doing it)
- See her-Notice and share with her what you loved about her at the party or in working with her to set up the party. Speak with her about how you believe the biz opportunity could benefit her
- Ask her if she wants to join your team, say "Are you thinking you'd like to get started tonight? When she says yes, have her order the kit! If she says no, then ask "Would it benefit you to just learn more about it. If she says "Yes", then you simple present the 3 options and let HER choose which her preferred way is-Career Survey, Peek into Pink, In Person coffee

BOSS UNIT REFERRAL GAME



After skin care, I have my guests apply the Satin Lip scrub. Then I set up the game!

Alright ladies, grab your phones, we're going to do a quick game and there's a prize!! (Let them grab phones) How many of you have ever seen a TV Commercial, billboard, or magazine with Mary Kay in it??

On the back of your profile card is the fabulous game. Because we don't advertise a lot, I work a lot based on referrals. I'm going to give you 3 min to think of anyone you know who is overworked, under-pampered and under-appreciated and could use some pampering with Mary Kay.

I text or call and offer them a pampering session and a gift card, if they want it I think "YAY"! but if not, I'm with Mary Kay not scary Kay-I won't stalk your friends. There are some rules to this game....

- 1. You can use your phone! It isn't cheating**
- 2. They must be 18 or older and not in this room :)**
- 3. They can be from anywhere since I work virutally**
- 4. you only have to write their first name-you prob won't win the race if you write last names!**

(If they start writing say, " I haven't said go yet lol")

Everyone who gives me 10 will get a goodie bag with a sample and a purse sized Satin Hands cream, but the **FIRST person to get to 10 gets a free eyeshadow of their choice from me!**

READY....SET.....GO!!!!!!!!!!!!!!!!!!!!

HOW TO PLAY WHAT'S IN MY BAG



Step 1: Find a makeup bag, pencil pouch or small bag to store your items so it travels nicely in your party bags



Step 2: Find items already in your home that could symbolize the following benefits: Money, Recognition, Self Growth, Cars, Advancement/Advantages, Flexibility (see suggestions below)

Money: Toy money, real \$1 bill

Recognition: Ring box, toy ring, Costume jewelry, Hand clapper

Self Growth: Hand mirror/small mirror

Cars: Toy car, keychain, picture of a car

Advancement/Advantages: Toy ladder, Career path postcard

Flexibility: Slinky, rubberband, scrunchie, bendy ruler, silly putty

BOSS UNIT-WHAT TO SAY ABOUT THE OPPORTUNITY AT PARTIES



What's in my bag: Tell your guests "I want each person to take one thing out of this bag that interests you, hold onto it and pass the bag on." Once they all have an item: "Each one of these items represents a benefit of being a Mary Kay consultant. Now you're going to say what your item is, and guess that benefit."

Money: Most Americans have a "side gig", there's so much power in having the ability to generate \$. If you needed \$500 by next week could you get it? We make our money in 3 ways-1. Selling the products-You can make either 30% or 50%-It's an exciting change from MK. Start making 30% on day one no minimums, but then work up to 50% with 450 in sales. I find most people do that right away as they need products for themselves 2. Adding people to our teams. Mary Kay isn't a multi-level marketing, we don't get paid just for signing people up. We get paid based on how well people are doing, so it's a great women helping women system. 3. Leadership-Anyone can become a sales director you work your way into it. I'm finding more women are wanting leadership because even if they love their job there's maybe no where else to go. It triples your income-Also National sales director position

Recognition: Mary Kay believed that women would ultimately work harder for appreciation than they would for even money. If you ever come to our success nights, there's clapping and hugging and music so we can recognize people! We also get a ton of prizes--there's fun quarterly prizes (name some), diamonds you can earn at seminar, and trips around the world (talk about some) It always feels good to be appreciated (give an example)

Self confidence: We say Mary Kay is a personal growth course you get paid to take. We teach you business skills, how to wear makeup/present, personality testing, how to do social media (If you've ever wanted to be an influencer, and everything helps to increase your confidence in a supportive environment.

Cars: You can earn the use of a free car! Does anyone know the most famous one?-THE PINK CADILLAC! (pull out car flier). We also have the silver Chevy Trax, Chevy Equinox, or pink Cadillac! They pay for most of your car insurance, all your license and tabs. Imagine your budget if you weren't making a car payment? Shout out some things you'd do with that cash? You can also take the cash option of \$425, \$525, or \$925 cash per month! WHO WOULD TAKE CAR? CASH?

Advantages/Advancement: Mary Kay is not a get rich quick thing (that doesn't exist, right?) you get out of it what you put into it! Isn't that exciting? Nothing else matters--education level, age, how long you've been in. It's so neat to see so many women from different backgrounds that are successful. We also have advantages like no quotas, no territories, tax deductions, free training/mentorship

Be your own boss/flexibility: Most consultants do an average of 2-6 hours a week, which would be one appointment like this per week. It's totally based on your goals! If you wanted to earn that first free card you're probably looking at around 10-15 hours per week. The point is that you don't need big chunks of time, you can weave it in to what you're already doing! I see those moments of time where I'm waiting to send a quick text to a customer or check in on someone's products!

HAVE THEM FILL OUT THE 1-10 SURVEY FORM! 1 MEANS I'D NEVER DO THIS. 10 MEANS I'D START TODAY!

Start your Success Story

WITH A MARY KAY

Career Car



CHEVY TRAX
\$425/MO

CHEVY EQUINOX
\$525/MO



PINK CADILLAC
\$925/MO

Start your Success Story

WITH

MARY KAY

Prizes & Trips



PERSONAL SALES



TEAM SALES



SWITZERLAND



MONTREUX 2026
TOP SALES
DIRECTOR TRIP
ZURICH

CLIENT PROFILE *Thank you for coming!*

Name _____ Date _____

Phone _____ Birthday _____

Email _____

Address _____

City _____ State _____ Zip _____

Occupation _____

Skin Type

☐ Dry ☐ Normal ☐ Combination
CHECK ALL THAT APPLY ☐ Oily ☐ Signs of Aging ☐ Acne

Place for you to make notes/list your fav products!



INTEREST SCALE:

1 2 3 4 6 7 8 9 10

SESSION DEBRIEF-WE DO THIS AT THE END!

Do you want to book your complimentary second session?

☐ **Yes! Book Again!!** ☐ **Beauty in a flash** ☐ **No 2nd Sesh**
Pick a date tonight and get a free product from my bin! You'll also get free products at your appointment!
My fun virtual option!
Samples sent, choose masks, glowy skin or makeup!
Webinar format, 45 minutes!

Will you be making a purchase? You'll have time to decide WHAT

☐ **Ummm YES!** ☐ **No Thanks**

Thank you so much for supporting my small business & trusting me with your skin care & makeup needs today! I so appreciate you :)

CLIENT PROFILE *Thank you for coming!*

Name _____ Date _____

Phone _____ Birthday _____

Email _____

Address _____

City _____ State _____ Zip _____

Occupation _____

Skin Type

☐ Dry ☐ Normal ☐ Combination
CHECK ALL THAT APPLY ☐ Oily ☐ Signs of Aging ☐ Acne

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Thank you so much for supporting my small business & trusting me with your skin care & makeup needs today! I so appreciate you :)

Gift A Sesh | **Refer your**
FRIENDS, FAMILY,
COWORKERS

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

***Every time one of your people books & holds a session with friends
you'll get FREE Mary Kay from ME!***

What I text them:

HI! IT'S _____ W/MARY KAY-WE BOTH KNOW (YOUR NAME)! SHE GOT
TOGETHER W/ME FOR A PAMPERING BEAUTY SESH RECENTLY & ENJOYED
IT SO MUCH SHE CHOSE TO GIFT SOME TO HER FAVORITE FRIENDS,
FAMILY & COWORKERS! IT'S A CASUAL/LAID BACK CLEANSING SKIN CARE
CONSULT, HAND/LIP PAMPERING, & AN EASY MAKEUP LOOK TUTORIAL. IT'S
FREE FOR YOU & UP TO 8 FRIENDS & IT'S LIKE SKIN CARE/MAKEUP
LESSONS FOR FUN-NO CATCH! I USUALLY COME RIGHT TO YOU-WOULD
YOU ENJOY THAT? LET ME KNOW, BOTHERING PEOPLE IS MY BIGGEST
NIGHTMARE LOL!THANKS! 😊

Gift A Sesh | **Refer your**
FRIENDS, FAMILY,
COWORKERS

Name _____ Phone _____

Name _____ Phone _____

Name _____ Phone _____

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LESSONS FOR FUN-NO CATCH! I USUALLY COME RIGHT TO YOU-WOULD
YOU ENJOY THAT? LET ME KNOW, BOTHERING PEOPLE IS MY BIGGEST
NIGHTMARE LOL!THANKS! 😊

GOOD TODAY ONLY!
Session Specials
 Choose Sets & SAVE **BIG**
PURCHASE 4 SETS, TAKE AN EXTRA \$25 Off!
PURCHASE 6 SETS, TAKE AN EXTRA \$50 Off!
PURCHASE 8 SETS, TAKE AN EXTRA \$75 Off!
 Most Payment Methods Accepted!

SKIN CARE

TimeWise Repair ~~\$225~~ **\$210**

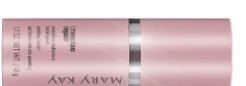
TimeWise Miracle Set ~~\$116~~ **\$110**

TimeWise Basic Set ~~\$60~~ **\$57**

Mary Kay Skin Care ~~\$80~~ **\$76**

Clear Proof Acne ~~\$56~~ **\$53**

Microderm-abrasion Set ~~\$58~~ **\$54**

Facial Peel ~~\$68~~ **\$63**


EXFOLIATION

SUPPLEMENTS

Satin Hands & Lips ~~\$64~~ **\$60**

Multi-Masking Set ~~\$52~~ **\$49**

Lipid Barrier Repair Set ~~\$84~~ **\$79**

Nourishing Face Oil ~~\$50~~ **\$47**

No Needle, Dynamic Wrinkle Limiter ~~\$58~~ **\$55**

Fix Eye Bags, Wrinkles & Dark circles ~~\$82~~ **\$78**

Clinical Solutions Retinol 0.3 ~~\$70~~ **\$65**


COLOR & REMOVAL

Flawless Complexion ~~\$61~~ **\$57**

Conceal, Correct & Finish ~~\$56~~ **\$53**

Essential Brush Collection ~~\$60~~ **\$57**

Advanced Color Set ~~\$62~~ **\$58**

Easy 24/7 Glam ~~\$70~~ **\$66**

Remove & Clean ~~\$38~~ **\$35**


*Foundation Primer
 *Choice of Foundation
 *Choice of Brush

*Makeup Setting Spray
 *Undereye Corrector
 *Concealer

*Perfect Palette
 *3 eye shadows
 *Blush
 *Compact Cheek brush

*Brow Gel or Eyeliner
 *Mascara
 *Lipstick or Lipgloss
 *Eye Shadow Stick

Start Your *Only* MK Business

\$35!

ESTART

\$35

- Welcome Brochure
 - Great Start Brochure
 - The Look catalog
 - TimeWise Miracle Set Sample Set in Normal/Dry AND Combination/Oily
 - TimeWise Eye Cream Samples
- PLUS a beautifully branded website for one year and apps, education, digital tools, and digital marketing resources to help you manage your business!



OPTIONAL ADD ON!

\$400+ OF FULL SIZED PRODUCTS & SUPPLIES FOR IN PERSON BEAUTY SESSIONS!

15 DAYS TO SELECT THIS ADD ON IN CASE YOU AREN'T SURE RIGHT NOW :)

PRO-Start

Optional
Add-On \$90



LITERATURE & EDUCATION

- Flip Chart Binder with Pages
- Sales Tickets pk./50
- Beauty Profile Cards pk./30
- The Look Catalog pk./10

PARTY SUPPLIES

- Mary Kay Pro Start Tote
- Mirror With Tray (4)
- Disposable Trays pk./30
- Mary Kay Ultimate Mascara Sample Wands pk./15
- Disposable Sponge-Tip Applicators pk./15

PRODUCT SAMPLES

- Blue Eyes Look Color Cards pk./5
- Green/Hazel Eyes Look Color Cards pk./5
- Brown Eyes Look Color Cards pk./5
- 2 TimeWise Repair Volu-Firm Samples pk./3

RETAIL-SIZED PRODUCTS

- TimeWise 4-in-1 Cleanser in Normal/Dry
- TimeWise 4-in-1 Cleanser in Combination/Oily
- TimeWise Antioxidant Moisturizer in Normal/Dry
- TimeWise Antioxidant Moisturizer in Combination/Oily
- TimeWise Daytime Defender Sunscreen Broad Spectrum SPF 30
- TimeWise Nighttime Recovery
- TimeWise Eye Cream
- Mary Kay Oil-Free Eye Makeup Remover
- Mary Kay CC Cream Sunscreen Broad Spectrum SPF 15 in Very Light
- Mary Kay CC Cream Sunscreen Broad Spectrum SPF 15 in Light-to-Medium
- Mary Kay CC Cream Sunscreen Broad Spectrum SPF 15 in Medium-to-Deep
- Mary Kay CC Cream Sunscreen Broad Spectrum SPF 15 in Deep
- Mary Kay CC Cream Sunscreen Broad Spectrum SPF 15 in Very Deep
- Mary Kay Ultimate Mascara in Black
- Clear Proof Deep-Cleansing Charcoal Mask
- TimeWise Microdermabrasion Plus Set (includes Microdermabrasion Refine and Pore Minimizer)

Over \$400
SRP Value!