

How to Customize your Flip Chart Page by Page!!

You will need a Highlighter pen and either a Red or Blue Thin Line Marker or Red or Blue Pens for personalization and additions

- Page 1** – Highlight 1st line only. Write in “*Present Hostess Specials*” at the end of the paragraph. Highlight all of Paragraphs 3 & 4.
- Page 2** - Highlight 1st line, all of 3rd paragraph and 1st sentence in 4th paragraph!
- Page 3** - Highlight 2nd sentence in 1st paragraph. All of 2nd paragraph.
- Page 4** - Highlight paragraphs 1,2 & 3. Then add the following questions taped over the rest of the page: See attached page of questions – They are ready to paste in.
- Page 5** - Highlight 1st 2 sentences in 1st paragraph. 2nd Sentence only in 2nd paragraph. All of paragraphs 3 & 4. Add this to bottom of page “*It might surprise you to Know that Mary Kay is the #1 Best Selling Brand of Skin Care & Color Cosmetics in the U.S. for the last decade. Doesn't everyone want to be with the #1 Company and use the #1 Product?*”
- Page 6** - Highlight 1st Sentence in 1st paragraph only. Highlight rest of page. Then add in the right margin these words: “*Just like your Dr. or Dentist, as your Beauty consultant you are entitled to 3 more appointments with me as part of my services.*”
- 1. A Microdermabrasion & Anti-Aging Treatment**
 - 2. An Advanced Glamour Session**
 - 3. A Spa Pampering Appointment**
- Then add at the Bottom of page write in “*Pass around your Datebook and have her write in all 3 apointments*” to remind you to do this!!
- Page 7** - Write in at the top of page “*Today our Focus in on Skin Care – let's start by removing your eye makeup with our awesome Oil Free Eye Remover*” – Tell benefits. Highlight all of this page!!
- Page 8** - Write in at top of page “*Are you Ready for a Miracle?*” Let's begin with *Step 1 – Cleansing!*” Highlight 1st paragraph starting with 3rd sentence. Highlight 4th & 5th sentences in 2nd paragraph. Highlight all of 3rd paragraph Add this at the bottom of page “*Do you see the Benefit in Taking Proper Care Of Your Skin?*”
- Page 9** - Highlight all of this page.

- Page 10** - Write in at the Top of page *“Apply Day solution to Face and Night Solution on Back of Hand”*. Highlight 1st, 5th and 6th sentences only in 1st paragraph. Highlight all of 2nd & 3rd paragraphs. Add this sentence at bottom of page *“Talk about Microdermabrasion at this time. Cost is \$55. There are 34-36 Treatments per set. Cost is about \$1.53 per treatment compared to \$100 - \$200 To have professionally done for the same product!!”*
- Page 11** - Highlight all of paragraph 1. Highlight 3rd paragraph starting with 2nd sentence Add to bottom of page *“Apply Eye Cream after Moisturizer & Explain The benefits. Could you get excited about dramatically minimizing the Appearance of fine lines and wrinkles around your Eyes?”*
- Page 12** - Highlight 1st & 2nd paragraph only. Add this sentence at bottom of page *“Doesn’t it make sense to wear protection instead of pollution?”*
- Page 13** - Highlight 1st & 2nd paragraph only. Add this to bottom of page *“Aren’t You looking forward to seeing the results when you start using your Miracle Set every day?”* Also write in *“Play Marketing Card Game & give \$1 off for Each right answer.”* Marketing Card game is attached. For you to use.
- Page 14** - Highlight 2nd & 3rd paragraph. Add to bottom of page *“We will try all these Products at your next appointment!”*
- Page 15** - Write in at top of page *“Now you will get to experience what we call “The Dash Out the Door Look” for that busy woman on the go!”* *“Let’s begin With powder first”*. Highlight 1st & 3rd paragraphs, Highlight 1st sentence In last paragraph. Write in at Bottom of page *“Apply Dash Out the Door Look and show Makeover Portfolio Book or Model Looks in Look Book & Have her pick out her look for her Advanced Glamour appointment & write On profile card!!”*
- Page 16** - Highlight Total page. Add at bottom of page *“Can also hand out Referral Tic-Tac-Toe Sheet for them to fill out & receive prize out of goodie basket for 5 Referrals.”* Color 101 referral Tic-Tac-Toe sheet attached for you too!!
- Page 17** - Write in at top *“Present Dash Out the Door Sets Sheet”* & *“Free gift to all who Purchase \$40 today!”* - Dash out the Door Sets attached too!!
- Page 18** - Highlight total page!! Write in at top of page *“Say everything on this page, Then flip back to previous page to close everyone out!!”*

Ask These 4 Questions:

- 1. Do you have a flexible work schedule? Are you able to take off whenever you feel like it and set your own hours?**
- 2. Do you have absolute control over your Career Advancement? can you promote yourself when you get ready or do you have to wait until someone dies or retires or thinks you're good enough?**
- 3. Do you honestly feel you are paid what you are worth and can you give yourself a raise whenever you feel like it?**
- 4. Do you consider your present job the career of a lifetime? Do you love going to work everyday? And where do you see yourself 5 years from now?**

If you answered NO to even ONE of those questions, then you owe it to yourself to find out a little bit more about this awesome company of Mary Kay Cosmetics. I would love to share some information with you at the end of the class!