

Satin Hands Challenge

Please fill in name and telephone number, and share your response to these products by circling 1, 2, 3, and/or 4 to indicate:

(1) I would like to order a full size Set (\$30)

(2) I would like to earn the Satin Hands Set FREE

(3) I am not interested at this time

(4) I would like to schedule a "Girls' Night Out" or Pampering Appointment

Name	Phone	Response
1.		1 2 3 4
2.		1 2 3 4
3.		1 2 3 4
4.		1 2 3 4
5.		1 2 3 4
6.		1 2 3 4
7.		1 2 3 4
8.		1 2 3 4
9.		1 2 3 4
10.		1 2 3 4
11.		1 2 3 4
12.		1 2 3 4
13.		1 2 3 4
14.		1 2 3 4
15.		1 2 3 4
16.		1 2 3 4
17.		1 2 3 4
18.		1 2 3 4
19.		1 2 3 4
20.		1 2 3 4
21.		1 2 3 4
22.		1 2 3 4
23.		1 2 3 4
24.		1 2 3 4
25.		1 2 3 4
26.		1 2 3 4
27.		1 2 3 4
28.		1 2 3 4
29.		1 2 3 4
30.		1 2 3 4

Consultant: _____ Date Due: _____

Satin Hands Challenge Instructions . . .

Here's your first Challenge!!

Pamper yourself with a Satin Hands treatment (instructions and Satin Hand sampler will arrive in your Starter Kit) and then treat 30 women with the same!

Script:

"I've just opened my own business teaching skin care with Mary Kay Cosmetics out of Dallas, Texas and as part of my initial training I need to get your opinion on our Satin Hands treatment."

After you've demonstrated,

"The set retails at 30 + tax. Would you like one for yourself or do you have a friend in mind to give as a gift?"

Checks are made out to you. Once you've ordered, product will arrive within two weeks.

Work full-circle from the start. In other words, take it to the next step by saying:

"You've been so great to give me your opinion. My director suggested I start with the 30 sharpest women I meet to get their opinion on our skin care and how they compare to what you are currently using. Is there any reason why we couldn't get together for a mini makeover? Which would be better for you this week or next? Day or night?"

Book exact time, but most importantly, you're in motion!

Congratulations!