Script for the Desert Island Game

I do this at the end of my skin care/makeover class. I tell them that even if they are not completely done with their color it’s time to take a break to play a game. I have the guests close their eyes and tell them it’s time to use their imagination. I will know if they are not closing their eyes as I will have mine open and I use the following script:

Pretend that you are on a desert island and have been stranded there for a little over a month. You’ve done quite well for yourself and have built a hut and have plenty of food and water. What you don’t have are any toiletries, skin care or glamour of any kind. You have not washed your hair other than with water. You have not been able to shave your legs or under your arms. Your brows have grown out and are bushy. One morning you are strolling down on the beach, the sky is blue and there is a light breeze blowing. You are lost in thought when suddenly you realize there is a ship on the horizon! You start jumping up and down and waving your arms. You know they’ve seen you as they start waving at you. You are so excited that you are finally going to be rescued when to your horror you realize what you must look like. If that’s not bad enough, standing on the bow of the ship is a very tall, dark, drop dead gorgeous man. All of a sudden a Mary Kay genie appears and tells you that you have 10 seconds to choose 1 glamour item to put on before your rescuers get here. Will it be eye color? Mascara? Cheek color? Lip color? Okay, open your eyes. My business is based on referrals and it is the biggest compliment you can give me if you write down the names and numbers of your friends who you think would enjoy a free pampering session and $20 in free product. This is what I’ll say when I call them: Hi Susie, you don’t know me but my name is Sheri Russell and I just spent some time with your friend Carol and she wanted to treat you to a free pampering session and $20 in free product! Isn’t that awesome? I also tell them that if the person does not answer the phone, I leave a message and if they don’t call me back I will only contant them 1 more time…we do not stalk people. The first person who gives me 10 names and numbers will win a prize and the person who gives me the most names and numbers will win a prize. Also, each person who gives me 10 names and numbers will get their glamour item at 50% off and whoever gives me 20 names and numbers will get their glamour item for free! The rules are: they have to be 18 years or older, live within driving distance and have to be someone who is not here today. You can use your cell phones or whatever you need.

While they are filling out their forms I start cleaning the table up while watching them write. When I see someone is getting close I will say ooohh Suzie is almost at 10( to keep them going).