

PRE-PROFILE

Hello, _____? This is _(your name)_, _(hostess' name)'s friend and I'll be leading her before and after makeovers! Do you have just a minute for me to ask you a few questions about your skin?

- 1) Would you say your skin is normal to dry, combination to oily or acne prone?
- 2) If you could change one thing about the way you feel when you look at your face in a mirror, what would that be?
- 3) Are you 20-30 years old, 30-40, or 40+?
- 4) Do you currently have a Mary Kay consultant who takes care of you?

One last thing, this will only take about two hours and it's just girl time, you'll want to make other arrangements if you have children. I'm looking so forward to meeting you on (date/time/place), we're going to have a lot of fun!

SMILE
WHILE YOU
TALK!!
(YOU SOUND NICER)

Why pre-profile? When you personally talk with each person you're more likely to see them show up. When they tell you what they'd like to change, you already know what they need to try and what they'll more than likely buy :) And finally, we are **LOYAL** to our sister consultants! We do not steal customers and we protect each other.