

Satin Hands Challenge Instructions

Pamper 12 people with Satin Hands

Samples are in your STARTER KIT.

Follow the directions on the packets

Pick people from different groups: family, friends, co-workers, etc

It will give you better results

It's a pampering treatment everyone loves! EASY & FUN!

Earn your COURAGE infinity circle charm

for your **PINK POWER** bracelet

STEP 1: ASK

SCRIPT: "I'm a Beauty Consultant with Mary Kay and I need to get the opinion of 12 people on a pampering hand treatment. It'll just take a few minutes. Will you be one of my 12?"

STEP 2: DEMO Satin Hands

STEP 3: SIGN TRACKING SHEET

Make sure she/he fills in all the columns on the tracking sheet

If she writes 1:

Ask how she would like to pay for it? Cash, check or credit card.*

If she writes 2:

Schedule the party so she can earn it for free (coach her to have 3 guests over 18)

If she writes 3:

Thank her for helping you

IF THEY WANT TO BUY:

You can take MasterCard/Visa/Discover or American Express

Fill in her name, credit card number, expiration date and zip code on the sales ticket

Checks are made out to you