



*Welcome to your  
Beauty Session!*



# INTRODUCTIONS

# Get Ready!

- Samples
- Wash Cloth and warm water
- Headband
- Mirror
- Camera for before and after photos.



## Satin Hands Pampering Set

- White Tea and Citrus
- Fragrance Free

Women love the Satin Hands® Pampering Set:

- Instantly, hands feel moisturized, soft and smooth.
- Hands feel revitalized, soothed and protected.
- Skin feels renewed, looks rejuvenated and instantly looks healthier.





## Mary Kay Ash

- Single Mom
- Worked in male-dominated business world for more than 25 years
- Dream Company where women could be fully rewarded for their skills and abilities.
- Golden Rule



## ♥ OUR BRAND MANIFESTO ♥

We are a brand with a **purpose**.

Built by a woman for women.

**Opportunity** is what we create.

Beauty is what we sell.

And **hope** is what we give back.

We believe in the **empowerment** of women.

Everything we do is with a desire to

help them feel **beautiful** inside and out.

And create personal **relationships**

like no other brand can.

MARY KAY

Nearly  
**40**

International markets where  
Mary Kay® products are sold

MARY KAY®

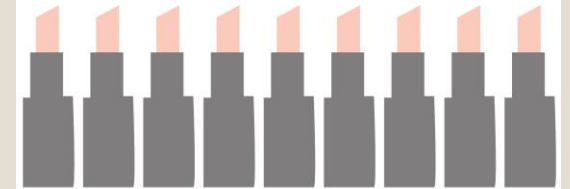
## PRODUCTS YOU CAN TRUST



ALL INGREDIENTS USED IN MARY KAY COSMETIC PRODUCTS MEET THE RIGOROUS STANDARDS FOR COSMETIC SAFETY SET BY THE EUROPEAN UNION AND ARE EU COMPLIANT. THE COMPANY NEVER COMPROMISES WHEN IT COMES TO THE QUALITY AND SAFETY OF OUR PRODUCTS.

# 300+

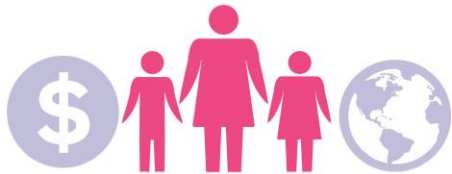
products in skin care,  
color cosmetics, body care,  
sun protection and fragrances



MARY KAY®

MARY KAY®

*Mary Kay has donated  
\$80 million dollars to  
help change the lives of  
women and children  
around the world.*



**DID YOU KNOW THAT ALL OF OUR  
WASTE FROM R3 IS RECYCLED,  
TREATED, AND REUSED INSTEAD OF  
GOING INTO LANDFILLS?**

MARY KAY

Over  
**160,000**

Independent sales force  
members worldwide who have  
earned the use of a Mary Kay  
Career Car



MARY KAY®

MARY KAY®

You can earn  
up to **50%**  
on the  
Mary Kay® products  
you sell, one of the highest  
margins in the industry.



## Oil-Free Eye Makeup Remover

MEDICAL RESEARCHERS TELL US,

The skin around the eyes has fewer sebaceous glands and less collagen and elastin than skin elsewhere on the face. And, as people age, the fat pad beneath the dermis diminishes, causing the skin to appear even thinner and the hollowed-out appearance under the eyes. These unique characteristics of eye-area skin require a little extra attention.

- This unique, two-phase product gently removes even waterproof eye makeup without rubbing, pulling or tugging.
- The top phase removes waterproof eye makeup, and the bottom phase removes non-waterproof eye makeup. Shake well for maximum effectiveness.



LET'S MASK!

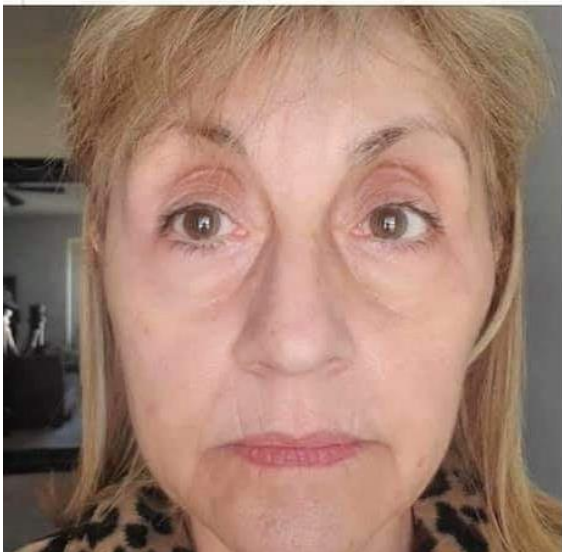


## Mary Kay® Hydrogel Eye Patches



Pick-me-up patches deliver a refreshing burst of hydration to the eyes

- Instantly cooling and soothing
- Immediately boost skin hydration
- Diminish look of puffiness and dullness



BEFORE  
AND AFTER  
HYDROGEL  
EYE  
PATCHES



## Clear Proof Deep-Cleansing Charcoal Mask purifies with the power of activated charcoal.

- The formula delivers a gentle cooling sensation as you smooth the mask across your skin.
- Extracts of rosemary and peppermint deliver a fresh scent to awaken your senses.
- 79% of women and men confirmed that “skin looks clearer” after use.”
- Contains honeysuckle and navy bean extracts shown to target the appearance of skin discoloration and help soothe skin.
- Suitable for all skin types.



BEFORE AND  
AFTER  
CHARCOAL  
MASK

Take 10 to **Hydrate** Your **Skin**.  
Boost age-fighting benefits\* overnight.



TimeWise® Moisture  
Renewing Gel Mask

**10** Pampering Minutes  
Skin-Renewing Benefits\*

1. Instantly Hydrates
2. Locks In Moisture
3. De-stresses
4. Purifies
5. Nourishes
6. Calms
7. Firms
8. Smooths
9. Softens
10. Minimizes Pores

**TimeWise®**

## **Moisture Renewing Gel Mask**

Fact:

As we age our skin's ability to stay properly hydrated is diminished, which leads to skin looking older than it is. All women – even those with oily skin – need to use skin care products that are formulated to not only add moisture but also help skin hold in every precious drop.

# TimeWise Repair Revealing Radiance Facial Peel

## Proven Results

- Skin looks brighter.
- Skin texture is significantly improved.
- Fine lines and wrinkles look reduced.
- Skin tone looks more even.

## Why Women Love It

- Primes skin to accept the benefits of other age-fighting treatments.
- Gentle enough to use twice a week, it includes an exclusive blend of calming botanical extracts.
- Contains a marine extract which has been shown to have hydrating benefits to help provide essential hydration.

Key ingredient: glycolic acid



TimeWise Repair® Revealing Radiance® Facial Peel  
After just 8 peels (4 weeks!!!)



BEFORE  
AND AFTER  
REVEALING  
FACIAL  
PEEL

## TimeWise Repair Lifting Bio-Cellulose Mask

Talk about a Korean-Beauty booster – see a visible lift in just two weeks!

- Fights advanced signs of aging.

After two weeks of use, a majority of women agreed:

- Skin looks lifted and firmed.
- Skin is younger-looking.
- Skin appears more luminous.

And after four weeks of use,\* a majority of women agreed: The appearance of fine lines and wrinkles is reduced.

Bio-cellulose is a pure, plant-based material derived from coconut water.







## TimeWise® Microdermabrasion Plus Set

Get the look of polished, younger skin and significantly smaller pores.

### Benefits:

- Dramatically improves skin texture
- Visibly improves the look of fine lines
- Immediately pores look smaller
- Makes skin high-definition-worthy

“Confidence is built by one small success after the other.”

— Mary Kay

MARY KAY®

## A little bit about me.

- Before I started my Mary Kay business I was/did \_\_\_\_\_.
- I started my business because \_\_\_\_\_.
- I keep working my business because \_\_\_\_\_.

One of the things I love about the Mary Kay opportunity is that it allows a woman to create a business that fits her life, instead of having to live a life that fits around her career.

Mary Kay Ash always said there's a future Independent Beauty Consultant at every party. So I wonder, who do you think it might be? Well, you never know! Just watch me today to see if you think you'd ever want to do what I do.



MARY KAY®



**GAME TIME**

## Which is it?

Possible answers 1 = first choice, 2 = second choice, and 3 = both

Mary Kay is known as the greatest female entrepreneur in American History or the richest woman in the 60s?

Mary Kay signature color was pink because it was her favorite color or because she thought it looked good in bathrooms?

Which idea did Mary Kay come up with first, the product or the business opportunity?

Do consultants make a 50% commission or 35%?

Which statistic does Mary Kay hold? 1. The most women making over 6 figures in the US than any other company. 2. The top ten best company to work for, for women in the U.S.

How many career car options does Mary Kay offer in their car program as incentives? 2 or 5?

What is the main cause that Mary Kay charitable foundation supports – the fight against breast cancers that affect women or the fight against domestic violence?

How many trees has Mary Kay planted in its recycle program – 500,000 or over 1 million.

## Which is it?

Possible answers 1 = first choice, 2 = second choice, and 3 = both

Which is **not** a Mary Kay philosophy?

God First, Family Second, Career Third; Go Big or Go Home; If you dream it, you can achieve it.

As a consultant you can earn trips that are fully paid for or partially paid for?

As a consultant you can earn a full set of Mary Kay pearls in your first month. True or False.

As a consultant our personal discount is 50% or 35%?

Mary Kay products are 100% guaranteed but only for 30 days after purchase. True or False.

Mary Kay gives all consultants a one year trial of the business with a 90% buyback if they change their mind. True or False.

Mary Kay Inc. does not perform any animal testing on their products. True or False.

One thing consultants find when they work their business consistently is a boost in self confidence. True or False



## TimeWise® Miracle Set 3D

A 3-dimensional approach to skin aging: TimeWise® Miracle Set 3D™ defends, delays, delivers for younger-looking skin.

- DEFENDS against age-accelerating free radicals on skin with multiple antioxidant benefits.
- DELAYS the look of premature skin aging with broad-spectrum UVA/UVB protection.
- DELIVERS visible improvement of multiple signs of skin aging in 4 weeks.

NEW TimeWise Miracle Set 3D



Stephanie Walden, GA

Before 5/5/18

After 6/15/18

BEFORE AND  
AFTER  
TIMEWISE 3D  
MIRACLE SET

## TimeWise® Age Minimize 3D™ 4-in-1 Cleanser

This multitasking cleanser removes complexion-dulling impurities and leaves skin feeling clean, exfoliated and looking brighter. It enhances a natural, youthful appearance and prepares skin for the benefits of your next skin care step. Choose the formula that's right for you—normal to dry to soothe skin as it cleanses or combination to oily to remove excess oil without drying.

- Removes complexion-dulling impurities
- Leaves skin feeling clean
- Leaves skin feeling exfoliated
- Leaves skin looking brighter





## TimeWise® Age Minimize 3D™ Day Cream SPF 30 or without SPF



- Helps delay visible signs of skin aging
- Re-energizes skin's natural, youthful glow
- Helps improve the look of fine lines and wrinkles
- Includes nopal cactus extract to help support skin's natural moisture barrier

## TimeWise® Age Minimize 3D™ Night Cream

- Re-energizes skin's youthful glow
- Helps reduce the look of fine lines and wrinkles
- Helps skin look firmer
- Includes Japanese apricot extract to support skin's natural collagen\*



## TimeWise® Age Minimize 3D™ Eye Cream



- Helps improve multiple visible signs of aging and fatigue
- Skin looks firmer
- Brightens the eye area
- Immediately moisturizes and maintains moisture in the eye area for 12 hours



## TimeWise Repair® Regimen

The regimen is clinically shown to deliver these age-defying results:

- Reduced look of deep lines and wrinkles, and improved look of wrinkle severity
- Lifted appearance is restored
- Improved skin firmness
- Improved skin elasticity
- Enhanced appearance of skin clarity
- Improved overall appearance

# BEFORE AND AFTER



4 days

2 weeks

60 days

90 days

Dull, flat, very dry sagging skin  
with dark spots and  
deep expression lines

to



Bright moist younger looking skin,  
softened jowls,  
softened expression lines.  
Pretty good for 69% !!!

Results  
from  
using  
TimeWise  
Repair.  
Sr. Sales  
Director  
Bonny R.



## TimeWise Repair™ Volu-Firm Foaming Cleanser

Our Scientists say,

- TimeWise Repair™ Foaming Cleanser is the pampering cleanser that your skin has been searching for. Every day skin cells that are ready to be sloughed away accumulate on the skin's surface. TimeWise Repair™ Foaming
- Cleanser gently sweeps away complexion-dulling impurities as it leaves skin feeling revitalized and hydrated.



## TimeWise Repair® Volu-Firm® Advanced Lifting Serum

Reclaim your triangle of youth™.

- Clinically shown to visibly lift skin and reduce the look of deep lines and wrinkles
- Improves skin elasticity and firmness
- Tightens the appearance of sagging skin and gives facial contours a firmer look
- Helps cheeks, jawline and neck appear firmer and more lifted
- Includes Volu-Firm® Complex, plus two new ingredients that support skin's natural collagen, elastin and hyaluronic acid

## TimeWise Repair™ Volu-Firm™ Day Cream Sunscreen Broad Spectrum SPF 30

OUR SCIENTISTS SAY,

This rich cream is formulated to help protect against future damage and to help existing damage be less noticeable. In addition, Volu-Firm™ Day Cream SPF 30\* is formulated to help skin feel calm and soothed, an important benefit since as skin ages it can become more sensitive to irritating external factors.





## TimeWise Repair™ Volu-Firm™ Night Treatment with Retinol

OUR SCIENTISTS SAY,

Powered by the exclusive TimeWise Repair™ Volu-Firm™ Complex, Night Treatment with Retinol is formulated to fight the appearance of deep lines and wrinkles, promote the production of collagen, and help increase elasticity and encourage cell turnover and renewal. Because the retinol is encapsulated it's protected against degradation from air and light which helps preserve its stability and maximum efficacy. The encapsulation also provides more controlled release to help minimize potential irritation.



## TimeWise Repair® Volu-Firm® Eye Renewal Cream

OUR SCIENTISTS SAY,

Powered by the exclusive TimeWise Repair™ Volu-Firm™ Complex, Eye Renewal Cream is formulated to reduce the appearance of sagging skin and crepiness, help minimize under-eye puffiness, and help lessen the appearance of dark circles. It contains liquid crystals that help reflect light for a more luminous look and also help enhance the formula's effectiveness.





## Mary Kay Naturally™

From soothing hydration to gentle exfoliation, each skin-loving product is infused with its own unique blend of naturally derived ingredients. You can use these gentle formulas on their own or even add them to your current regimen.

Every product in our Mary Kay Naturally line is third-party certified as natural according to comprehensive standards. The COSMOS standard requires evaluation of everything from the sourcing and processing of ingredients to the manufacturing of products and packaging.

Free of Parabens, Synthetic Fragrance/Synthetic Dyes, SLS/SLES, Phthalates, Silicone, Mineral Oil, and alcohol or any ingredients that have been genetically modified.





## Mary Kay Naturally™ Purifying Cleanser

Mary Kay Naturally Purifying Cleanser is infused with skin-soothing cornflower floral water and sweet almond oil.

- Helps remove dirt.
- Skin feels soft, refreshed, hydrated and comforted.
- Free of parabens, phthalates, synthetic fragrance, synthetic dyes and SLS/SLES.



## Mary Kay Naturally™ Exfoliating Powder

Mary Kay Naturally Exfoliating Powder gently exfoliates skin, thanks to hydrogenated castor oil and citric acid. You just mix it on your palm with a bit of water or a few drops of the Mary Kay Naturally Nourishing Oil and massage onto your face.

- Gently exfoliates skin and leaves it looking healthy.
- Does not leave skin feeling over-scrubbed.
- Free of parabens, phthalates, synthetic fragrance, synthetic dyes and SLS/SLES.

## Mary Kay Naturally™ Nourishing Oil



The Nourishing Oil leaves skin feeling hydrated and contains a blend of sweet almond, olive and sesame oils. Plus, it's so versatile! You can use it on your face, cuticles, elbows, even the ends of your hair.

- Leaves skin feeling hydrated and nourished.
- Absorbs quickly and feels lightweight.
- Free of parabens, phthalates, synthetic fragrance, synthetic dyes and SLS/SLES.

## Mary Kay Naturally™ Moisturizing Stick

The Moisturizing Stick made with candelilla wax and beeswax. You can moisturize and condition your skin anytime, anywhere with this totally totable, targeted balm. It's an immediate dryness reliever in the form of a spill proof, travel-friendly stick.

- Convenient, targeted balm leaves skin feeling
- moisturized and conditioned.
- Provides immediate relief from dryness.
- Free of parabens, phthalates, synthetic
- fragrance, synthetic dyes and SLS/SLES.





## Botanical Effects

If you have simple skin care needs, then Botanical Effects could be the ideal skin care regimen for you. Every product in the collection is infused with antioxidants to fight skin-damaging free radicals, to help skin feel nourished and refreshed.

This line makes it easy to choose your regimen because all products deliver the essentials your skin needs year-round, no matter your skin type. Mary Kay also tested this regimen for skin irritancy and allergy and found it to be gentle and suitable for sensitive skin.





## Botanical Effects® Cleansing Gel

Wash away!

- The Cleansing Gel contains ingredients naturally derived from coconuts to cleanse skin.
- Cleans deeply and effectively, and even dissolves all traces of oil.
- Doesn't strip skin or leave it feeling tight.
- Instead, skin feels smooth, nourished and clean.

## Botanical Effects® Invigorating Scrub

Awaken and wow your skin!

- Our Invigorating Scrub exfoliates to remove dead and dull skin, leaving pores feeling deeply cleaned.
- Formulated with natural exfoliating fruit seeds to help unclog pores.
- Contains ingredients naturally derived from coconuts and apples.
- Not only will your skin look smoother, but the scrub awakens tired-looking skin for a well-rested radiance and healthy glow.





## Botanical Effects® Refreshing Toner

Go beyond washing your face — tone it!

- A great addition to give skin a splash of antioxidants, our Refreshing Toner tightens the appearance of pores while removing excess oil.
- Traces of dirt are wiped away — as are complexion-dulling dead skin cells — for a complete clean.
- Contains an extract of witch hazel, which has been used traditionally as an astringent, yet skin won't feel tight or dry.
- Helps control shine, leaving skin looking healthy and feeling refreshed.

## Botanical Effects® Moisturizing Gel

Delight your skin with this lightweight gel!

- This quick-absorbing Moisturizing Gel provides optimal moisturization to any skin type, leaving it looking healthy.
- Lightweight formula does not feel greasy nor does it leave a residue, yet it moisturizes for 12 hours.
- Skin feels soft, smooth and fresh without any dry feeling.



## ClearProof® Acne System

The Clear Proof® Acne System includes products that use ingredients recognized most by U.S. dermatologists for treating acne — salicylic acid and benzoyl peroxide. The set attacks multiple factors that can contribute to acne breakouts, including the buildup of dead skin cells in pores, P. acnes bacteria buildup, excess oil and triggers that can lead to red, tender lesions.





CLEARPROOF  
BEFORE AND  
AFTER

# ClearProof® Clarifying Cleansing Gel

## Benefits

- Gently removes dirt, oil and complexion-dulling impurities.
- Deep cleanses skin to penetrate and clear pores with 2% salicylic acid.
- Helps reduce and control shine, leaving skin with a beautiful matte finish.
- Helps maintain a clear complexion.





## ClearProof® Blemish Control Toner

### Benefits

- Formulated with 2% salicylic acid, it tones without over-drying.
- Helps exfoliate dead surface skin cells and helps keep pores clean.
- Cleanses skin completely and helps control shine.
- Helps diminish the appearance of pores and helps control shine.





## ClearProof® Acne Treatment Gel

### Benefits

- Helps clear up pimples fast while helping prevent new ones from forming.
- Contains 5% benzoyl peroxide to help visibly reduce the redness and size of pimples.
- Absorbs quickly and won't irritate skin.
- Helps fade the look of lingering acne spots

# ClearProof® Oil-Free Moisturizer for Acne- Prone Skin

## Benefits

- Replenishes moisture to provide balanced hydration without clogging pores.
- Improves the appearance of skin's tone.
- Helps control excess oil, leaving skin with a beautiful matte finish.
- Feels soothing to irritated skin.



## Skinvigorate Sonic™ Skin Care System



60 seconds to superior sonic clean

- Clinically shown to remove four times more dirt, oil, impurities, makeup and pollutants than hand-cleansing alone.
- Customize your skin care with three speeds and multiple device heads.
- One-minute shutoff keeps your routine consistent.

# Serums

## Pore Minimizer

- Significantly smaller pores

## Replenishing Serum+C

- Helps skin bounce back

## Tone-Correcting Serum

- Dramatically evens the appearance of skin tone.

## TimeWise Repair Volu-Firm Advanced Lifting Serum

- Reclaim your triangle of youth, and leave skin feeling softer, smoother and more moisturized.

## Naturally Nourishing Oil

- Leaves skin feeling hydrated and contains a blend of sweet almond, olive, and sesame oils.



## TimeWise® Vitamin C Activating Squares™

Turn your serum into a superpower with pure vitamin C. It's not a liquid. It's not a powder. It's a revolutionary skin care innovation so small, it can sit on your fingertip; so powerful, it can supercharge your serum with a benefits boost. Just activate one square in the palm of your hand, and it dissolves into a pure vitamin C age-fighting powerhouse. Now that's pure genius.

See clinically tested results in just two weeks!

- Skin looks more even-toned.
- Skin looks more radiant.
- Fine lines and wrinkles look improved.

*Before*

TIMEWISE® VITAMIN C  
ACTIVATING SQUARES™

BEAUTY-INDUSTRY  
FIRST

CLINICAL  
RESULTS

*After*  
4  
Weeks

MARY KAY

\*Images show average results based on a four-week independent clinical study in which 29 women used TimeWise® Vitamin C Activating Squares™ in a neutral base three times a week.

You are invited to a private HYDROGEL

# Beauty Session



Or

Drinks and Snacks served

Coffee and Pastries served

- Casual attire
- Come with or without makeup on
- Drinks and snacks served
- Beauty Bags for each Guest
- \$\_\_\_\_\_ GIFT CARD for every Guest to spend at the session

*Be prepared to relax and  
take your Beauty Game  
to the next level!*



Only 6 seats per session so please RSVP. If you would like to bring a friend, ask your Consultant if there's a spot available.

# GIFT CERTIFICATES FOR FRIENDS

**Pick which one you want to do next!**



*Beauty Session*  
Skin Pampering



*Color 4.0*  
Everyday Easy Look



*Color 10.0*  
Glam Look



# BEAUTY SESSION DEBRIEF



# Beauty Session Sets



Includes FREE  
Roll-Up Bag  
\$35 value



**1**  
TimeWise Ultimate  
Miracle 3D  
\$165



**2**  
TimeWise  
Repair Set  
\$205



**3**  
MK Naturally  
Set \$136



**4**  
Botanical  
Effects Skin Care  
\$54



**5**  
ClearProof Acne  
Set \$45



**6**  
Satin Set  
\$55



Radiance Peel \$65  
Charcoal Mask \$24  
Moisture Gel Mask \$22

**7**  
Masking Madness  
Choose 3 and get  
Roll-Up Bag  
FREE

BioCellulose Mask \$70  
Hydrogel Eye Patches \$40



**8**  
4.0 Color  
Look \$119  
\$150 value



THANK YOU!