

### Sensational Skin Care Solutions:

1. Introductions--If attending to Network, invite them to take 60 Seconds and share about their business. You will also want to get business cards for her page and an after photo (needs to do look card) for our "Women in Business" Portfolio.
2. Skin Care by decade **in detail**. If TW Miracle Set, add in Mircodermabrasion and Firming Eye Cream.
3. Decide if they want to do a Glamour Look at end or just put Face to Bed--That will determine which part of Skin Care they will apply.
4. Close and recap Skin Care
5. Concealer/Highlighting Pen
6. Glamour Look Card Optional--Let her select a look card
7. Compliment time and closing time
8. Give Ribbon & MK Mirror

### Dash Out the Door Looking Great:

1. Quick Skin Care with little explanation.
2. Concealer/Highlighting Pen
3. Mineral Powder Foundation (If Dry Skin, will need Luminous Wear or extra hydration like Oil-Free Hydrating Gel or Intense Moisturizer on top of moisturizer.)
4. Cream Eye Color
5. Cream Blush
6. Lip Gloss
7. Compliment time and closing time
8. Give Ribbon & MK Mirror

### Winks & Kisses--Eyes & Lips:

1. Satin Lips
2. Oil-Free Eye Make-Up Remover product knowledge.
3. Remove Eye Make-Up and Lips ONLY
4. Talk about Eye Cream and its importance for the thin skin around the eye area--**1**-Blink 24,000 times per day so eye area most exercised muscle in body therefore, more wear and tear **2**-Skin thinner in eye area--feel cheeks and thighs to show the difference in fatty tissue/lipids therefore needs extra care **3**-Skin loosely attached so easy for fluid to settle **4** No oil glands around eyes (or on throat) so even oily skin people need eye cream. Be careful to pat around the eye with ring finger because it is the weakest. Be careful to pat around socket as it will gravitate automatically to where needs to go. That way won't get in eyes which can burn. When something gets in the eye, it usually goes in at the lower lid.
5. Conceal/Highlighter Pen (one or both) and then a little foundation if got washed off when cleaning eye.
6. Eye Primer product knowledge and use.
7. 3 eye colors--use Robert Jones Charts based on Eye Color for Highlighter, Midtone and Accent. Explain that we decorate in odd numbers and the eye color should be the same...best to use 1 or 3 shades and not just 2 for balance purposes.
8. Determine Eye Shape for each person.
9. Have apply eye color based on their diagram.
10. Eye Liner Application--Short strokes--can do top without doing bottom but if do bottom obligated to top.
11. Eye Brow Shape rule of thumb--pencil beside nose and up is where eyebrows should begin; pencil slated from bottom of nose to end of eye and up is where eyebrows should end. Apply with short strokes.

12. Lash Primer
13. Mascara--Bottom lashes first and then top. Explain different mascaras.
14. Lip Primer
15. If have issue with lip colors changing, apply foundation or concealer to lips
16. Use Robert Jones charts to for choosing lip liner, lipstick and lip gloss
17. Thin Lips should not use dark colors especially purple or brown tones...makes lips look smaller. Thin Lips need bright. Full Lips should not use bright. Match Lip Liner to lips and not Lipstick. Perfect Lip Color is usually one that is 1-3 shades darker than the color of lips.
18. Lip Liner
19. Lipstick
20. Two Ply Kleenex pull apart. Put on Lips. Translucent Powder over to help stay.
21. Lip Gloss
22. Compliment time and closing time. Use Eye and Lip pages in Look Book.
23. Give Ribbon and MK Mirror

### **Get Cute Beauty Bar--Be Color Confident**

1. Make certain that you are Color Certified!
2. Use Brush Collection or brushes. Share Brush Collection and Brush Cleaner.
3. Quick Skin Care and review of products---many times they may be follow-up appointments so make certain to tweak if need to do so!
4. Foundation Primer (Optional)
5. Concealer airbrushed with Mineral Powder Brush if needed.
6. Foundation
7. Concealer/Highlighter (one or both) around under eye
8. Translucent Powder if not using Mineral Foundation
9. Highlighting with Highlighting Powder and Contouring Face with Bronzer. Highlight inside the oval. Bronze anything outside the oval.
10. Determine 3 Eye Colors by Robert Jones Chart.
11. Determine Eye Shape and give instructions
12. Apply Eye Primer (Optional)
13. Apply shadows paint by number.
14. Eye Liner
15. Eye Brows--See notes on Eye Brows above
16. Lash Primer
17. Mascara
18. Cheek Color--Middle of cheek when smile to top of ear. Not to be applied past the outside of the iris when looking straight and work back to top of ear.
19. Lip Primer (Optional)
20. Lip Liner--See Winks & Kisses above for instruction.
21. Lipstick--See Winks & Kisses above for instruction.
22. Lip Gloss--See Winks & Kisses above for instruction.
23. Compliment time and closing time.
24. Give ribbon and MK Mirror.