

TimeWise Repair Presentation Notes  
from EESSD Barbara Ashworth  
(plus additional notes from Offspring Director, Andrea Andrews)

Sales of this product are off the charts! Here is what I have been using to hold successful TW Repair Classes. These pages are taken directly from Product Central with a few deleted and a couple of pages added. I don't know who to give credit to for putting this together in this format, but I certainly appreciate it!

I begin the class with just the TW Repair demo products on the table, and the attached sheets printed on cardstock and in a slim notebook with a clear cover with page protectors. I did one page to a page protector so they only see one page at a time. These pages do have some numbers on them but they are not consistent or even subsequent, so you will need to ignore them. I will just identify the pages by a little of what is on it and highlight it in yellow.

**TimeWise Repair Regimen** - I inserted this page in the clear cover of the notebook.

--Welcome the guests, tell them that this is a totally new product which is designed for mature or damaged skin and it works! It has already received the Good Housekeeping Seal of Approval. I do NOT show them the set in the box at this point.

**Introducing TimeWise Repair** - I essentially just read this page, perhaps enlarging a little on the research and testing.

**What is the Power Statement** - I read this page.

**What are the benefits** - Read this page

**The Volu-Firm Complex** - I say... "Now, I am not a scientist so forgive me if I stumble over some of these words, but this is what makes this fabulous product work!" Then I read the page.

The TimeWise Repair Regimen - Say "These are the products that make up our TimeWise Repair Regimen." I pick up each product as I say the name.

**The Foaming Cleanser** - Pick up the cleanser and read what it does. Then say, "You only need an amount the size of a pearl. I am going to give each of you your cleanser and let you go to the sink. Dab it on your face and add water to make it foam. Then wash off with warm water." I use real washclothes with this --I find the disposable ones just don't work as well with this product. NOTE... I tell them to leave their eye makeup on.

**Andrea's note** - I've been taking my clients to the sink and instructing them to splash their face with warm water, then dispensing a pearl-size amount of Cleanser in their hand and instructing them to rub their hands together vigorously to create a rich, foamy, lather. After cleansing, I tell them to splash their face clean with warm water, then pat it dry with the disposable cloth.

**The Lifting Serum** - Pick up the Serum and read what it does. IMPORTANT! Tell them not to overuse this product!! They should dispense one pump for the face and one for the throat when they do it at home. I just give them ONE pump for their face since they are not doing the throat at this time. Keep in mind that this product is the one they will run out of first and it is \$70! I don't want them to overuse and call me upset that it only lasted a month.

**Andrea's note** - I called MK Corporate today and asked a product specialist if it was OK to apply the Lifting Serum on a damp/moist face, since I'm finding that helps it to spread further and easier. She said, "YES!" It's supposed to be applied to a slightly moist face, and your fingertips should be damp, as well.

This allows the product to spread easier than on a dry face. With this method, ONE pump should do their whole face and they may get slightly more than a month usage out of a bottle.

**The Day Cream** - Pick up the Day Cream and read what it does. SHOW THEM HOW TO DISPENSE it. Use a spatula to give each person enough to use on their face. Stress the Sun protection! Then turn to the next page!

**The Effects of Sun Damage** - Read the page. Tell them that this picture came from some medical records...it is not our picture.

**The Night Treatment** - Pick up the Night Cream and read what it does. Again, show them how to dispense and give each person some and suggest they smooth it on their throat just to see how it feels.

**The Eye Renewal Cream** - Pick up the Eye Cream and read what it does. Give each person a small amount to smooth around their eyes. Talk about the applicator tip and how to turn it over and massage the eye area with it.

**Volu-Firm Eye Renewal Cream Before and After Picture** - Show the pictures and tell that these are results after 12 weeks

**All these Benefits** -Read the page

**You Want Proof** - Read the page

**Linda Toupin - Before and After** - Read the page

**Bonnie R- Before and After** - Bonnie is a MK Director

Andrea's Note: I've attached two additional documents with a few more B & A photos that have surfaced since Barbara put her NB together. I sincerely believe it's the B & A PHOTOS that are making a huge impression on our clients, so take the time to let them look at each one!

**Does More - Fewer Steps** - Read the Page

**Does More - Costs Less** - Place your hand over where the price is shown, pointing to the other products and say that TimeWise Repair replaces these 15 MK products, which if purchased individually would cost \$434! Then pick up your boxed set, remove the lid and show the set and say, "The TimeWise repair system is only \$199!"

Andrea's Note: I've also attached a price comparison sheet that came to me via email from someone - I don't know who to give credit to. I don't suggest that you necessarily mention the name of other brands, and we certainly don't criticize them, but I think it's helpful to have this in your notebook and perhaps just mention something like, "As you can see here, Mary Kay's TWRepair Volu-Firm Set is comparable to other high-end cosmetic anti-age systems, but MUCH less costly."

I have two more pages in my book...photos of myself without makeup when I began with TW Repair and a picture 3-4 weeks later. I have one with flash and one without, both taken in the same place in my home.

At this point, I go ahead and do foundation or if they are going home to bed, that's it. We have been offering the opportunity to purchase one product (no sets) at 40% off at their TW Repair appointment.