

Understand MK Skin Care Lines:

- **Clear Proof** for Pre-Teens & Teenagers--Add Blemish Control Toner & Acne Treatment Gel for Blemish Prone customers!
- **Botanical Effects** for customers 16-24 & anyone of any age with sensitive skin. A holistic skin care line that promotes healthy skin!
- **TimeWise Miracle Set** for 25-50--Help to prevent aging by delivering 11 Age-Defying Benefits!
- **TimeWise Repair Volu-Firm Set** for 50 plus or anyone of any age who is experiencing premature aging due to sun exposure, smoking, illness, or hereditary genes. **TimeWise Repair is a premium state-of-the-art skin care line that will restore what was lost and lift away the years!**

Important to know about TimeWise Repair Volu-Firm Set:

- While this set could be used for women younger than 50 who don't necessarily have any premature aging, those customers will not see the significant results of someone with advanced signs of aging.
- **The best way to demo this set is on ONLY 1 side of the face leaving the other side just as it was when you began.** I am finding that most everyone will see some difference in their face being uplifted even the first time one uses it! Most after seeing the difference will want to go back and do the other side but it is very important to do only one side first!
- I will note information about each individual product herein. However, **the entire set (each product) contains Mary Kay's Patent Pending Volu-Firm Complex.**
- Within the Volu-Firm Complex are 3 special ingredients: **Biomimetic Peptide**--Helps support processes critical for skin repair, **Plant Stem Cells**--Helps protect the integrity of the skin matrix, the source of skin firmness, and **Hyaluronic Acid Booster**--Helps provide youthful skin volume and lift.
- An additional note about Hyaluronic Acid (HA) Booster: The body naturally produces HA but that production slows down over time. The Volu-Firm Complex contains a powerful peptide called "Tripeptide" that is a booster that causes the body to produce more HA. Although the most well-known components of the skin matrix are collagen & elastin, HA plays an equally vital role, providing essential cushioning & holding onto moisture that

can actually plump skin from within. HA can bind up to 1,000 times its weight in water, which makes it an invaluable skin resource. Think about how a sponge would plump up and hold water as an example.

- TW Repair sells for \$244 individually but \$205 when purchased as a set.. It is one of the less expensive if not the most inexpensive **Premium Skin Care** Lines in the market place.
- TW Repair consists of 5 Products that are a stand-alone set. You do not need any other supplements with this set. TW Repair will replace the need for: the Miracle Set, Serum+C, Firming Eye Ceram, Targeted Eye Revitalizer, Indulge Eye Gel, *Even Essence Complexion Essence & Mask & *Microdermabrasion.
- * TW Repair targets age spots and uneven skin tone from a different approach than Even Essence. Therefore, if needed, Even Complexion Essence & Mask could be added back in for additional benefits.
- *As the Night Treatment with Retinol Product exfoliates the skin, there is no extra value to use Microdermabrasion unless one just needs to feel the exfoliation process.
- TW Repair has been tested for all skin types, even oily. However, some customers with oily skin may find that it feels heavy to them. If that is the case, they could consider adding the Volu-Firm Serum and Volu-Firm Eye Renewal Cream to their Combination/Oily Miracle Set.
- All products should be applied with an upward motion.
- TW Repair is fragrance-free but does smell good.
- TW Repair carries the Good Housekeeping Seal of Approval both as a set and as 5 individual products.
- **TW Repair Volu-Firm Foaming Cleanser--** Contains Sunflower Seed Oil. Apply a PEARL size amount to set hands and apply to face. It will suds up luxuriously with the right amount of water!
- **TW Repair Volu-Firm Lifting Serum--**Use a 2 Pump Application AM & PM for face & neck-- Replaces Serum+C. Director, Margaret Harvey talked with someone at the company who said that when you apply the serum, you should have damp fingers and a damp face. This tip makes the serum spread easily (everywhere it is supposed to go) with only two pumps (the recommended amount).
- **TW Repair Volu-Firm Day Cream w/ SPF 30--** Replaces Day Solution & TW Moisturizer--Pink Jar

- **TW Repair Volu-Firm Night Treatment w/ Retinol**--Replaces Night Solution, TW Moisturizer, Even Complexion Essence & Microdermabrasion. The work horse in the TW Repair Set as retinol is time-released.--Silver Jar
- **Dr. Oz:** "Retinol makes the skin stay younger. As you age the skin's surface tissues begins to shift its shape a little bit especially with sun radiation. The tissues underneath the skin's surface especially the collagen...the bounciness...the trampoline begins to dissolve so the skin begins to sag and you get wrinkles and creases in the areas you don't like. Now if you put the right kind of cream on top that has retinols in it, the retinols percolate through the skin's layers. They get these new skin cells to grow faster pushing the old ones away and they rebuild those strands that remake the trampoline under our skin. So the new fibers and the collagen being built back up again now push those wrinkles back up so they are not so visible. That's why these creams work and they really do work really well."
- Note: Day Cream & Night Treatment jars both have an airless pump inside the jar that is NOT TO BE REMOVED! Product will be delivered right to your fingertips. One pump is enough product for your face & neck.
- **TW Volu-Firm Eye Renewal Cream**--Replaces: Firming Eye Cream, Indulge Soothing Eye Gel & TW Eye Revitalizer. A more advanced firming eye cream that targets deep lines, wrinkles & puffiness under eyes. You can use this product over the entire eyelid. It works on sagginess, under eye bags, creepiness of the eyelids, dark circles, and increases skin moisture for 12 hours. It also features a unique liquid crystal delivery system chosen because liquid crystals are structurally similar to the skin barrier, potentially helping skin to be more receptive to the product's benefits. It also contains ingredients that promote collagen production. The custom applicator is perfectly sculpted to fit the eye shape and features a zamac metal tip that helps stimulate microcirculation as it gently massages the under eye area to help reduce puffiness. (Zamac metal is similar to an Enswell which is used in the sport of boxing to end swelling.)

Miracle Set Conversion/Integration:

- While you save when TW Repair is purchased as a set, you may have some customers who want to integrate it into their regimen as they run out of

their TW Miracle Set counterparts. Below is an idea of how that could look.

- Add in Volu-Firm Eye Renewal Cream (Replacing Firming Eye Cream, Eye Revitalizer & Soothing Eye Gel.) Use after TW Moisturizer AM & PM.
- Add in Volu-Firm Lifting Serum (Replacing Serum+C & Night Restore and Recover.) Use after TW Cleanser AM & PM.
- Switch to Volu-Firm Foaming Cleanser when run out of TW Cleanser.
- Switch to Volu-Firm Day Cream when run out of Day Solution & TW Moisturizer.
- Switch to Volu-Firm Night Treatment when run out of Night Solution & TW Moisturizer.

"We have been a top selling brand in the United States for a long time, you know that but isn't it great to know that we have grown into a Top 10 Brand worldwide! By the way, the TimeWise Repair is off the charts GOOD! It's expensive to make and therefore to buy but I promise you it is worth every penny!" CEO David Holl

"The TimeWise Repair line is totally as good as you heard! The entire TimeWise Repair line and I mean every single product in it has earned the Good Housekeeping Seal of Approval!" US President, Darrell Overcash

1. **Share the two above Quotes by CEO David Holl and US President, Darrell Overcash**
2. **Show Before & After Photos!**
3. **Demo on 1 side first!**
4. **Share some (not everything you know) product knowledge!**
5. **Show the price comparisons with other comparative premium brands sold in the marketplace!**
6. **SELL, SELL, SELL! You make \$90 on every set you sell based on a 60/40 split! And think about all the reorders!!!**