

The instruction below and the sets sheets are from Shaw Area Director Gail Hopwood!



Pam,

This is my newest SCC closing place mat, color copied on legal paper and laminated – this was inspired by the closing placemat by Pat Ringnalda – which I loved. Mine features more sets b/c I had a class where one lady did not get the roll up b/c she did not want the glamour, and as I show the Beauty Book her assumption was that we had only those 7 sets!! I found that out afterwards!!

That lead me to think about a customer who might get the entire bag filled and then not want to book b/c she has “everything”!! So now I take a filled roll up, a Miracle Set in the pretty bag to display by itself, our brushes and a body care set in one of the classic miracle set bags along with small samples of the body lotions. I make sure they know we have much more than they are seeing that night!!!

I know a confused mind does nothing so I had to streamline the sets – AND as research has found that most people choose “the middle” {set} (whichever the middle one is) I am hoping that most will go for the \$199 roll up bag and leave the door open for future bookings with future sales!! Hope this works for someone else as well. Again, my thanks to Pat Ringnalda for allowing me to borrow her work!!

Love... Gail ☺

PS—IF you choose to pass this on, and anyone wants to print it in legal, once loaded go to File - “page setup” and choose legal paper, it automatically sizes it correctly!!

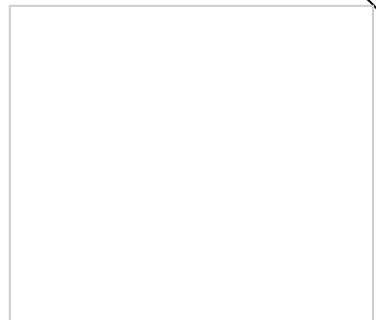
MARY KAY

America's Best Selling
Brand of skin Care!



**CREATE YOUR OWN TRAVEL ROLL-UP BAG
COMBINATION FROM THE SETS BELOW**

Sets 1 & 2
are
"The Miracle Set"
These sets for



Set #1

Basic Skin Care Set \$54 or \$49

TimeWise 3-in-1 Cleanser and Age Fighting Moisturizer
With TimeWise Foundation

OR

Velocity Facial Cleanser and Lightweight Moisturizer
With Crème to Powder or Sheer Powder Foundation in Compact

Set #2

Day & Night \$50

Day Solution and
Night Solution

Set #5

Basic Color Set \$63.50

Custom Compact filled with
3 Eye Colors,
1 Cheek Color
1 Lipstick and 2 applicators

Set #8

Satin Set \$46

Satin Hands Pampering Set
And
Satin Lips Set

Choose any sets

for only

And receive the

Roll-up Bag...

**Up to \$278 value,
you save up to \$79**

Set #3

Head to Toe \$48

TimeWise Visibly Fit Body Lotion
and
TimeWise Age-Fighting Eye Cream

Set #6

Finishing Set \$66.50

Eye Primer
Mascara
Lip Outliner
Lip Gloss
2 Pencils

Set #10

Private Spa Collection \$44

Your Private Spa choice of
Aromatherapy in Embrace Har-
mony, Embrace Dreams,
Embrace Happiness or Embrace Today

Choose any sets

for only

And receive the

Roll-up Bag..

any other set at

½ Price!

Up to \$419 value, you save up to \$97

Set #4

**Microdermabrasion Set
\$55**

Fight Lines, refine pores and
achieve beautifully smooth skin -
Immediately!

Set #7

Extra Care Set \$44

Oil-Free Eye Makeup Remover
and Either
Intense Moisturizing Cream OR
Oil-Free Hydrating Gel

Receive \$75 of Mary Kay Products for only \$35
when you have 3 friends* join you at your follow
up appointment (with \$100 in sales and 1 booking)

* Friends must be over 18 and not currently have a
Mary Kay Beauty Consultant!