Timewise Repair

1. Opening

2. Why on your shelf/why use

3 . comparison to other brands

-What brands do you know ladies are using?

-List prices of prestige and discount brands

4. Panels, studies and volu-firm complex

A. From the beginning, we wanted TimeWise Repair™ to undergo the most comprehensive studies ever conducted on any new Mary Kay® product to date so that there would be no doubt about the benefits and performance it offered.

B. As a result, more than 65 clinical, consumer and safety studies. More than 3,000 panelists tested these products as a result...

SAY RESULTS OF PRODUCT INFO SHEET!!!!

C. Here’s what Dr. Beth Lange, Mary Kay’s Chief Scientific Officer, has to say about this new regimen: "we developed the **Volu-Firm™ Complex, a unique, patent-pending blend of ingredients** – including plant stem cells and peptides – that helps provide the catalyst behind the benefits TimeWise Repair™ delivers.”

D. **SO** what makes up the Volu-Firm Complex!

        -a biomimetic peptide that helps support processes critical for skin repair\*.

So pretty much what you need to remember is this is science reminding our skin what it is suppose to be doing!!!  Communicate with one another, make more skin strengthening proteins and create bonds that hold skin together.

-Hyaluronic Acid Booster, Hyaluronic acid is just as important as collagen and elastin, its job is plumping skin from within and holding in much needed moisture, as much as 1,000x its weight in water. As we age we produce less Hyaluronic Acid, and this booster increases its production so skin can maintain its integrity!

-So the last part of the Volu-Firm complex is Plant Stem Cells, from a botanical called gotu kola, these cells protect the integrity of the skin matrix, which is where the skin’s firmness comes from. This also protects the Hylaluronic Acid and increases elasticity.

\*\*Reporter interviewing: Audrey aka Modern Molly

5. Order of application/products they replace

1.  Volu-Firm Foaming Cleanser:  Contains Volu-Firm Benefits, Thoroughly cleanses skin without stripping away moisture – helps renew skins radiance

-Promotes feeling of suppleness

2. Microderm- Step 1 & 2 or Even Complexion Mask, remember always to skip a day between these products.

3. Optional, if someone is feeling Oily, suggest adding Botanical Effects-Freshen (Formula 1,2,3)

4. Acne Fighting Products- Prescription or Acne Treatment Gel

5.  Volu-Firm Lifting Serum:

It provides a tightening sensation and helps promote skins resilience.

Just using the serum studies showed after 4 Weeks:

74% said skin appeared tighter

67% said restored youthful volume and vibrancy

73% softens neck lines and wrinkles, less crepiness

79% helps skin look more youthful all day

\*After 12 Weeks 89% showed an increase in skin firmness

6. Optional you can add Even Complexion Essence for more added Skin Evening Benefits

7.  Day Cream Broad Spectrum SPF 30:

Provides UVA/UVB protection.

-This is a big word, glycation, Helps reduce skin glycation – a process that can intensify skin aging

-protects against external irritants

-Increases skin moisture for 12 hours

-\*Helps minimize the activity of pigment-producing enzymes

Using just the Day cream After 4 Weeks studies showed:

Helps Minimize appearance of deep wrinkles 70%

Softens appearance of crepiness on neck 74%

Restores youthful cushion 80%

Restores skin’s even tone 82%

8.  Volu-Firm Night Treatment with Retinol:

Fights the appearance of deep lines and wrinkles, retinol is known to encourage cell turnover and renewal, promote the production of collagen and help increase

-Helps improve advance signs of aging

-\*\*Helps accelerate cell turnover

-Helps neck area look noticeably smoother

-Increases skin moisture 12 hours – replenishes vital hydration

After 4 Weeks:

71% Skin regains firmness

67% jawline appears more defined

81% restores even skin tone

90% enhances overall appearance

9. Optional for additional moisturization add either Intense Moisturizing Cream or Oil-Free Hydrating Gel.

10.  Volu-Firm Eye Renewal Cream:

It helps to firm and tone sagging skin and brings vibrance to the eye area.

-Targets under eye bags, puffiness, dark circles

-Targets crepiness and dry skin

-Increases skin moisture for 12 hours

-Unique applicator tip-The unique Zamac applicator tip is designed to help stimulate microcirculation and provide a fresh, cooling effect as it gently massages the eye area to help reduce puffiness.

-\*Liquid crystal delivery system that helps enhance effectiveness

-Formula contains ingredients shown to promote the production of collagen

\*Results After just 1 week:

74% Helps reduce the look of crepey skin

68% minimize under-eye bags and dark circles

11. Oil Mattifer

12. Foundation Primer

6. Linda Toupin results

\*\*Beth R interview aka Luxurious Lola

7. Samples 3 for $4, mail for 88 cents

-inserts

\*\*Beth R interview aka Luxurious Lola

8. Booking Script

Email/ Facebook Script:

* Hi Becky! How are you? I hope you are staying cool! Hey, I need your help! I just received the brand new TimeWise Repair skin care. It is for ladies (1. whose skin shows advanced signs of aging, 2. uses the Miracle Set or products like it, with multiple added supplements and is still seeking a better end result or 3. who wants the latest and greatest for her skin; someone that’s after whatever is cutting-edge.)

I am in need of some woman to be on my test panel and give me their opinion. I would really value yours, would you be able to help me? Would the beginning or end of the week work better for you?

-Set the date and time

-I am sooo excited and can't wait to get some feedback! MK has challenged me to have 50 ladies test this product! So you can get the set for $ when you bring 5 ladies with you!! Who do you know that would love to look and feel fabulous? Get names and #'s

\*\*interview Kristy aka Fabulous Felicity

Kami-"wrapping up this investigation"

9. Class scripts-look at print out, send by directors

10. Closing

Handout: Recipe for success as well as being a star

Sell 5 timewise repairs this week:

3=$1000 in retail, 500 profit

What would you do with the profits