

Satin Hands OTG “How To”

Suggested Booking Script:

“Hi _____, this is _____! Do you have a minute? I’m introducing our Satin Hands products with 15 minute ON THE GO appointments. I’d love to get your opinion! It will take ONLY 15 MINUTES! And...of course if you want you can share it with a few friends. All you need to do is complete a short questionnaire, try the products on the back of your hand, and give me your opinion.

When is best for you to get together? I can stop at your home or office....let’s set the time! And remember, it’s really only 15 minutes so we can find a time which works for each of us in the next few days!

What you will need:

- Full Size Satin Hands:
 - Extra Emollient Night Cream
 - Buffing Cream
 - Satin Hands Cleansing Gel
 - Satin Hands Hand Cream
- Questionnaire and opinion poll sheet (print out and fold!)
- Look Book and Beauty Book for reference
- Set of retail product to purchase

Procedure:

1. Thank her for taking the time to see you.
2. Ask her to complete the questionnaire. In the meantime set up your display!
3. Dampen hands, then apply ample amount of Mary Kay Extra Emollient Night Cream into palm of hand. Massage cream into hands and between fingers...remember the top of the hand.
4. Squeeze ample amount of Buffing Cream into palm of hand, message into hands with night cream.
5. Squeeze an ample amount of Satin Hands Cleansing Gel into palm of hand, message body wash into hands, working into a lather. Rinse hands thoroughly under warm water. Pat Dry.
6. Squeeze an ample amount of Satin Hands Hand Cream in palm of hand and message!

Sell & Book! Ask her...

- For her opinion! Let her complete the opinion poll.
- To go over her opinion poll with her!
- ““What would like to start with today? You can use Master Card, Visa, Discover, check or cash. Which is best for you?”
- Complete her order!
- To complete a gift wish list!

Plant the seeds for another appointment! Encourage her to share it with friends and turn your **ON THE GO** into another OR better yet...an **ON THE FACE BEAUTY SHOW** OR **ON WITH THE SHOW!**

Satin Hands Questionnaire

Name _____

Phone _____

1. Do your hands feel dry?

Not usually Sometimes Often

2. Do your elbows feel dry and rough?

Not usually Sometimes Often

3. Do you use hand cream regularly to smooth and hydrate your skin?

Not usually Sometimes Often

4. Would you be interested in a product for your hands that would soften them and keep them looking younger?

Yes No

5. Would you like a hand cream that works like an invisible glove to keep your hands moisturized and conditioned for hours?

Yes No

6. Do you desire softer, younger-looking hands?

Yes No

— Fold here —

Satin Hands Opinion

1. Do your Hands Feel Soft and Silky?

Yes No

2. Is the scent refreshing?

Yes No

3. Can you see why we call our Hand Cream a velvet glove?

Yes No

4. Would you use these products if you had them?

Yes No

*Thanks so much for sampling the Satin Hands kit.
Please keep me in mind for all your gift-giving occasions!*