

Thank you to the hostess – show Satin Hands that the hostess just used on everyone.

Just a quick introduction - my name is Jan Holden and I've lived in Kerrville for 14 years. My husband and I have 6 children (including 26 year old triplets) and 5 grandsons. I've been building my Mary Kay business for 7 years and have earned 2 Mary Kay cars, have earned top awards, and JEWELRY on the Stage at Seminar! I have a whole team in Switzerland and Mary Kay has truly made some of my dreams come true. When I started my business I owned my own mail and shipping store and worked 6 or 7 days a week and was very, very exhausted and overwhelmed from life! I eventually sold my mail store and began my MK business full time. Now I lead a very BALANCED life - that means working hard, maybe having a couple of evening parties a week, and traveling to Dallas for Seminar but it also means giggling with my girlfriends at Seminar until our sides hurt, having morning coffee with my husband sitting next to our pool (that's what I call a commute - from my kitchen to my office in the guest house), and making phone calls from my porch swing in the afternoon.

The one time sale doesn't mean anything to me. You can buy something from me once to be nice but my heart is to build customers for life. My customers and I have done life together - weddings, births, deaths & illness. I appreciate and covet those special times that I have had with them.

When you choose me to be your beauty and skin care consultant - two things happen.

1) You will be put on my mailing and email list and you will be updated with the newest makeup trends and get my current specials and gifts.

2) I will be YOUR personal consultant - here to help you determine the best product for your skin. We may over time need to change your skin care or your foundation color because seasons, hormones and even illness can change your needs. You won't self diagnose and make wasteful purchases anymore. You won't have to go to the cosmetic counter or go online and not be able to see it, feel it, touch it. Our products are 100% customer satisfaction guaranteed. Because if you love something - you tell everyone and if you don't love something you tell everyone!

Now Open your book to page 2

45 Years ago Mary Kay Ash, the lady, believing in the untapped potential of women, built this company to enrich the lives of women through the products and the career path. She advocated Golden Rule behavior, and understood and supported how most women choose to prioritize their lives; God first, Family second and Career third. The Mary Kay Charitable Foundation exists for two purposes; to wipe out cancers effecting women and to eradicate domestic violence. I'd be willing to guess that there are those of us sitting here today who have either personally experienced one or both of these or know someone very well that has.

Not only are these products that you are going to try today backed up with amazing science - it does not conduct any animal testing and much of the packaging is made of recycled material.

You may not know who owns the cosmetic and beauty

company that you have been using and what is near and dear to them. But you do know who owns THIS business - Mary Kay Ash's family and ME -a self-employed, local businesswoman. So when you purchase YOUR skin care, beauty and gift needs from me -you are supporting someone who has a direct effect on your community.

Mary Kay always said that at every skin care class there was someone who would be great at what I do. So watch me today and be thinking if this would fit into your busy life or if you know someone who would love a flexible career.

Now - let's get down to business. We are going to do several things today.

- 1) Relax - have fun and leave here looking AMAZING!
- 2) Try America's Best Selling Skin Care
- 3) We are going to have an individual consultation so you can ask me personal questions about your skin
- 4) Book your follow-up appointment with me because I need to put my eyes on your in 10 days to 2 weeks.
- 5) We are going to play a game and have a drawing for a prize! How do you play the game? For every question that you ask me about the products or the company you get a ticket. And a ticket for each referral that you give me - because that is the best compliment that you could give me - to introduce me to your friends.

Begin with Satin Lips