

MARY KAY Spa Party

You can use this sheet for any of the themed Fragrance & Body Care Parties.
Great way to introduce new and existing customers to our **Fragrance & Body Care** Line that may have not had an opportunity to try these products at their Facials & Skin Care Classes. **LOADS OF FUN!!!**



Supplies for each guest: Beach towel, 2 small hand towels, profile card, pen, 2 plastic garbage bags (*grocery bags work in a pinch!*).

Products needed: Satin Hands, Mint Bliss, 2 in 1 Body Wash & Hydrating Lotion, TimeWise Targeted Action Toning Lotion, CC Cream in their skin color for face and Deep and/or Very Deep for body, Sun Care Products & **Fragrance samples, Facial Cleansing Cloths, Indulge Soothing Eye Gel, Bronzer, Cream Eye Color, Lash Love Mascara Waterproof, MK@ Play.

**You can purchase spice jars at Bed Bath & Beyond for around \$.90 or plastic bead containers at Hobby Lobby and bring them to our next meeting. Fill them with a cotton ball and I will have all the Fragrances their for you to squirt the cotton balls so you have a sample to use at your classes.

Set-Up:

- Make a circle or "U" shape with your chairs. This is great to do on a deck or patio. If you're doing it indoors, you may want the Hostess to put beach towels, sheet, tarp or drop-cloth down on the floor to protect it.
- Place the guests supplies on each chair. (see above)
- Dampen the towels and either put them in a crock pot to stay warm or pop them in a plastic bowl in the microwave.



Party Directions:

- Fill out front of **Profile Cards**.
- **Apply Hand Softener** on both feet.
- **Apply Satin Smoothie Scrub** on both feet and lower legs.
- **Wrap with a warm-damp towel.** Place each foot in a bag and secure it around lower leg.
- **Meet guests:** Tell us your name and a little bit about yourself. "What's your ideal VACATION GET-AWAY?" Write on Profile.
- **Share your I-story:** How I was introduced to the product/opportunity, Why I started, Why I love what I do...and you can too!
- **Explain Hostess Plan & Customer Perks:** (\$75 for \$35 when you share me with 2 friends, or up to 20% of sales. Perfect Hostess Gift.)
- **SHOW & SHARE** the products. Have them to write down their favorites on the back of their Profile Card.



BEACH BAG ESSENTIALS

- Cleansing Cloths, Indulge Soothing Eye Gel, CC Cream
- 2 in 1 Body Wash & Shave, Hydrating Lotion (**lightly scented, GREAT GIFT, drop these dynamic duo in your GYM BAG!**)
- TimeWise Targeted Action Toning Lotion
- Sunscreen, and Deep CC Cream (Very Deep for bronze skin tone)
- Mint Bliss Energizing Foot & Leg Lotion
- Beach Beauty: Cream Eye Color, Bronzer, Lash Love Mascara Waterproof



FRAGRANCE LESSON: (see opposite page for Fragrance details)

"It takes a combination of expertise and imagination to develop a new fragrance. Our own Mary Kay experts work closely with prestigious fragrance houses to create each Mary Kay® fragrance. They choose from thousands of ingredients to create unique fragrance combinations made from aromatic compounds and natural oils."



The **Top Note** is the first impression of the fragrance. It is the initial impact of the scent on the sense of smell.

The **Middle Note**, or heart of the fragrance, unfolds and develops a few minutes after it is applied to the skin.

The **Bottom Note**, is the final impression of the fragrance. It is the most lasting part and can last several hours after it is applied.

- **Women can choose a fragrance based on:** Their mood or an occasion (wedding, party, hot date, business meeting)
- **The three most common feelings that women want to get from their fragrance are:**
1 Confidence/Sexiness 2 Happiness 3 Femininity

• **Fragrance does not smell the same way on any two people.** This is due to a person's skin pH level.
Factors that can affect Ph level: Foods and skin care products, climate and level of moisture on skin. Perspiration and topical lotions on skin can also affect the way a fragrance smells on a person.

- **Some fragrances seem to last longer than others on different people.**
This depends on the type of ingredients used to create the scent.
- **Apply fragrances lightly on the most feminine and delicate parts of the body. Some of those areas are:**
Wrists Behind ears or neck Base of throat Crook of elbow Behind knees Inside ankles
(The skin is actually warmer in these areas which can help fragrance evolve and provide a better sensory experience.)
















CLOSE:

Remove feet from bags, wiping off any excess product. **Then apply lotion of their choice.**

- **Have guests do Satin Hands** before you get started to clean their hands after touching feet.
- **Show SET SHEET. Fill out back of Profile Card.**
- **DOOR PRIZES.** You could give away **Travel Size Hand Creams.**
- Hostess serves **refreshments** while you meet with each guest for their **ONE ON ONE CONSULTATION.**



WOMEN'S FRAGRANCE	If you like....	Fragrance Type	Description	Notes
FOREVER DIAMONDS 	No product comparisons at this time	Eau de Parfum Creamy Floral		
CITYSCAPE 	No product comparisons at this time	Eau de Parfum Sophisticated Sensual		
BELARA 	Calyx by Prescriptives Cool Water by Davidoff Dolce Vita by Christian Dior	Eau de Parfum Creamy Floral	Sophisticated floral with creamy notes	Top: San Joaquin Fig, Wild Bilberry, Opal Lotus Flower, Pittosporum Blossoms Middle: Star Gazer Lily, Southern Indian Tuberose, Snow Drop Flower, Chamomile Petal, Golden Acacia Blossoms Bottom: White Poplar Bark, Milky Sandalwood, Musk
BELLA BELARA 	Eau D'Issey by Issey Miyake White Linen by Estee Lauder Sunflowers by Elizabeth Arden	Eau de Parfum Floral Fruity	Exotic floral with a touch of romance	Top: Mandarin, Strawberry Leaves, Nectarine, Apricot, Cassis Middle: Rose Petals, Freesia, Lily of the Valley, Ylang Ylang, Jasmine Bottom: Blonde Woods, Sandalwood, Vetiver, Moss, Tolu Balsam
ENCHANTED WISH 	Wrappings by Clinique Beautiful by Estee Lauder Paris by YSL	Eau de Toilette Sheer Citrus Floral	Fruity floral	With notes of crisp Granny Smith Apples, delicate Stargazer Lily and warm Brown Sugar
THINKING OF YOU 	Samsara by Guerlain Knowing by Estee Lauder	Eau de Parfum Sheer Floral	Citrus accords with a touch of sweetness	Top: Sparkling Mandarin, Succulent White Peach, Juicy Plum Middle: Creamy Jasmine, Pink Honeysuckle, Lily of the Valley Bottom: Warm Tonka, Vanilla Absolute, Sugared Patchouli, Soft Musk
THINKING OF LOVE 	No product comparisons at this time	Eau de Parfum Sheer Romantic	Sunny citrus and fruity floral	Top: Sparkling Mandarin, Baie Rose and Spring Freesia. Middle: Turkish Rose Petals, Rose Damascena, Textural Osmanthus, French Violet and Pink Honeysuckle. Bottom: soft and creamy Vanilla Madagascar, Rich Iris, Velvety Musk and Indonesian Sandalwood.

MEN'S FRAGRANCE	Fragrance Type	Description	Notes
HIGH INTENSITY 	Ambery Oriental Cologne	Sophisticated & sexy (Think Jason Statham)	Top: Icy Black Fennel, Crushed Coffee Bean, Silver Sage Middle: Anise Seed, Black Tea, Violet Leaf, Dianthus Bottom: Amber, Royal King Wood, Vintage Suede Accord
HIGH INTENSITY SPORT 	Fresh Cologne Spray	Sporty & Sexy (Think David Beckham)	Top: Gin Berry, Icy Bergamot, Liquid Oxegen Accord Middle: Cool Cardomom, Crushed Mint Leaf, Violet Pepper Bottom: Wild Birch Bark, Amber
HIGH INTENSITY OCEAN 	Fresh Cologne Spray	Masculine, Clean & Fresh (Think Mathew McConehey)	Top: Sea Mist Accord, Italian Bergamot, Green Mandarin, Juniper Berry, Ginger Spice Middle: Nutmeg, Geranium, Water Fruit Bottom: Patchouli, Oakmoss, White Amber
DOMAIN 	Fresh Fougere (fu-ghair) Cologne	Rugged & romantic (Think Tim McGraw)	Top: Zesty Lime Tonic, Crisp Macintosh, White Grapefruit, Desert Sage, Tangerine, Cognac Grapes, Lavender Middle: Juniper Berry, Night-blooming Cactus, Bird of Paradise, Garden Basil, Tarragon, Ice Mint, Cypress Leaves, Green Bamboo Shoots Bottom: Cherry Firewood, Blonde Cedar, Pipe Tobacco, Cistus Labdanum, Patchouli Wood, Palm Tree Wood, Black Vanilla Bean, Musk
TRIBUTE 	Leathery Chypre (she-pra)	Manly outdoors type (Think Sam Elliott)	Top: Italian Bergamot, Lime, Lemon, Galbanum, Nutmeg, Clove, Cinnamon, Basil, Pineapple Middle: Lavender, Violet, Rose, Jasmine, Lily of the Valley, Clary Sage Bottom: Cedar Wood, Sandalwood, Patchouli, Moss, Musk
TRUE ORIGINAL 	Fresh Cologne Spray	Confident & Bold (Think Magic Mike) Fresh, clean scent	Top: Citrus Lemon, Clean Fuji Apple Middle: Contemporary Amber, Cedarwood Bottom: Sensual Patchouli