



Mary Kay Bronzing Clinic

Use a cute summer tote or beach bag to
pack your “Bronzing Clinic” supplies!

In it you will need:

- Mirrors/trays
- Cotton balls & applicators
- Full-Size Skin Care Demos
- Foundation & Concealer Demos
- Mascara Demo
- Bronzing beads card (I suggest opening a full-size bronzing beads)
- Vanilla & Bronze Eyesicles (You can use full-size here too)
- Sunny Spice, Nutmeg & Bronze Sands Blush Samples
- Bronze & Sable Eyeliner
- Eye Shadow Accent Color Samplers: Persian Spice, Lucky Penny, Cinnabar & Vintage Gold
- Lipstick Samplers —Cinnamon Twist, Gold Dust, Silver Sand, Mocha Freeze, & Raisinberry
- Lipgloss Samplers - Cream and Sugar, Almond Glaze
- Lipliner—Metallic, Chocolate & Neutral
- Placemat & Closing Survey sheets for each guest
- Candy bar pack and surveys
- Gift for drawing



Bronzing Clinic Agenda

1. As guests arrive have them fill out a customer profile unless they are already your customer. Do Satin Hands. Have each guest choose an accent shadow, blush, eyeliner, lip liner, lipstick and gloss. Only set out and allow them to pick from the colors that are listed on the Bronzing Clinic supplies list. You can have everything else ready to go in their tray. Also, you'll want to pick a foundation for each guest at this point.
2. Open the class.
3. Do TimeWise & Day/Night Solutions just as you normally would for a regular skin care class. You can skip this step and have all guests come ready up to their foundation IF you are doing a group who is already your customers and using our TimeWise skin care.
4. Have guests use concealer, then foundation. Don't encourage them to try a darker shade because the tone will be uneven at their jaw line.
5. Next dust Highlighter Bronzing Beads all over the face. Use a cotton ball for each guest. You can use the samplers or your full-size demo.
6. Apply Vanilla Eyesicles on the brow bone.
7. Apply Bronze Eyesicles on the lid.
8. Apply eyeliner on top lid only.
9. Apply accent eye shadow color over the eyeliner to sort-of 'smudge' it and then in a 'V' in the crease. Also, have guests apply their accent color under the lower lashes. (See new Looks cards for accent color placement.)
10. Dispense and apply mascara.
11. Apply lip liner, lip color and gloss.
12. OPTIONAL—"Tantoo's" Get a fun stencil (picture of a sun would be cute). Let guests do a "tantoo" of the stencil with the sunless tanning lotion on their ankle. While they are rubbing in the cream, let them know about our sunscreen (no scent! Guys love it!), and our lip protector. Have out the new nail polishes for display as well.
13. Compliment time! Go around the room and ask all the guests what they like about each other's new bronze look!
14. Do the Candy Bar Marketing Game and Surveys here. While they are filling out the surveys, clean up a little to maximize your time. Have guests fold up their surveys and draw for a prize.
15. Hand out the placemats and closing sheets. Recap the products used in the clinic and encourage guests to schedule a Las Vegas Legs Spa class or Summer Makeover. You may want to offer an incentive for any bookings today—like a spa product. This is in addition to regular hostess credit.
16. Have the hostess serve refreshments while you close each guest individually.