

## Spa Party Tips

### Supplies

- Sensorrific Party Pack Placemats and Checklists
- Fragrance and Body Care Samplers (see “At the Party” section for suggestions)
- Mary Kay® Eau de Toilette Sampler Cards
- Fragrance Towelette Samplers
- Satin Hands® Pampering Set Packettes

### Goal of the Spa Party

Help guests relax and unwind while showcasing all of the Mary Kay® Fragrance and Body Care products.

### Booking Dialogue

“Hi Kathy! What do you think about getting some girlfriends together for some relaxing spa time? Mary Kay has some great products for pampering your body and I know we could all use some “me time”. I’ll bring the supplies, and all you have to do is relax.”

### Party Prep

1. To give your hostess and her friends the ultimate in relaxation, you could provide an inflatable foot bath for each guest.
2. Play soft music in the background to really give the party a “spa-like” feel.
3. Serve cucumber or fruit-infused water or hot tea.
4. Have plenty of warm towels.
5. You could also suggest that guests bring their most comfy bathrobe and slippers.

### At the Party

1. Place a warm towel and foot bath at each guest’s seat. You may want to also provide a Sensorrific Party Placemat for each guest so that they can learn about all of the Mary Kay® fragrance options.
2. Invite guests to try out a Mary Kay® Women’s Eau de Toilette Collection Shower Gel and Sugar Scrub in the fragrance of their choice on their feet.
3. This party is also a great opportunity to introduce customers to the following products:
  - a. Satin Hands® Pampering Set (Fragrance-free and Peach)
  - b. Satin Lips® Set
  - c. Mint Bliss™ Energizing Lotion for Feet & Legs
  - d. Mary Kay® 2-in-1 Body Wash & Shave
  - e. Mary Kay® Hydrating Lotion
  - f. TimeWise™ Body Targeted-Action® Toning Lotion
  - g. TimeWise™ Body Hand and Decollete Cream Sunscreen SPF 15\*