

MOTIVES COSMETICS Guideline

1. Give them 4 oz. of BEAUTY COCKTAIL and explain the health benefits
2. Question:
 - a. **What is the ONE makeup product you could not live without?**
 - b. **What is your favorite cosmetic product?**
3. Go through all of the “It’s You Time To Shine Products” (placemat) emphasizing their main interest
4. Have them apply on their hand or face
5. Invite them to the next Motives Event and give them **HANDOUT**
6. Fill out **WISH LIST** and emphasize **10% off** today’s order

MOTIVES Price Sheet

	Code	Price
Eye Base	SB01	\$ 16.95
Eye Palettes	1LMT	\$ 42.00
Eye Liner/Luxe/Liquid		\$ 15.50
Mascara/LaLa		\$ 20.95
Inst Smooth	201LEG	\$ 18.95
Primer	301FP	\$ 24.95
Powder Liquid Foundation		\$ 29.95
Shape & Sculpt Duo	100MSD	\$ 24.95
Eyebrow Kit	100MBK	\$ 32.95
Blush		\$ 19.95
Lipshine		\$ 19.95
10 years younger	301FS	\$ 29.95
Custom Blend Foundation		
Custom Blend Powder		