

Glass Skin Workshop

Adapted and Inspired by Top Director Angel Fry

*In addition to products, the guests will need: #1) order of application sheet, #2) 3 cotton rounds, #3) profile card, #4) pen, #5) headband, #6) warm water and #7) 3 facial clothes (steamer optional), #8) bag for wet towels and garbage.

Opening: Welcome Directors, Consultants, and Guests; Introduce and explain Glass Skin Clinic using Mary Kay skin care products- the #1 Skin Care in the world for the second year in a row!

“I stories” during charcoal mask, and referral game during peel (I let them do both on face but you could do peel on hand at same time as charcoal mask on the face).

Clinic Objective:

Teach your guests how to achieve the Glass Skin look—a smooth, radiant, and intensely hydrated complexion—with a simple, effective routine using Mary Kay’s powerhouse skincare line. The Glass Skin Care Regimen is to be done at home every 3-4 weeks as a supplement to your daily skin care routine. We’ve got you covered from your girls to your curls.

Clinic Structure:

1. Introduction

What is “Glass Skin?”

It's that ultra-hydrated, smooth, and lit-from-within glow—a trend that started in Korea but is now a global beauty obsession.

Key Ingredients for Glass Skin:

- **Hyaluronic Acid → A moisture magnet that plumps skin from within**
 - **Glycolic Acid → Exfoliates for smoother, more radiant skin**
 - **Vitamin C & Collagen Boosters → Brightens and firms**
- **Nourishing Oils → Strengthen the skin barrier for a lasting glow**

A cleansing brush is the difference between cleaning your teeth with your finger versus a toothbrush.

Step By Step Routine

Start with clean, freshly washed hands

Step 1:

Micellar Water: (apply with cotton round)

PRE-CLEANSE: to loosen up dirt/ oil on your face and allow your skin to have a slate that is free for your cleanser to get to your skin!

Step 2:

Oil Free Remover: (apply with cotton round)

Remove eye makeup and clean your eye area... conditions your eyelashes whether you are wearing any eye makeup or not and keeps them moist to not break...removes eyelash mites as well!

Step 3:

Timewise Volu-Firm Repair Foaming Cleanser

Mix steps 3 and 4 together for time purposes and also due to the amount of exfoliating we are doing in one demonstration

Deep Cleanse “Cashmere” when referring to cleanser

Analogy: Think of this cleanser like a “power wash” before painting a masterpiece. You need a smooth, clean surface to work with!

Selling Statement: “This creamy, foaming cleanser melts away impurities while leaving the skin soft and hydrated—never stripped.”

Key Benefit: Gentle exfoliators remove dull skin, while plant stem cells hydrate and support skin renewal.

***Show Before and Afters if you have them!**

Step 4

Remind that microderm is only done 2-3 times per week.

Microdermabrasion Set

Do Step 1 Refine Your Super Exfoliator

Analogy: BUFF away the dead skin allow skin to glow and products to penetrate for younger looking skin and shrink your pores

Selling Statement: Buff away dead skin... smooth away lines, wrinkles, discoloration and dead skin cells!

The pore minimizer afterward calms the skin , reduces redness and tightens the look of the pores. Lives skin looking silky and smooth.

Key Benefit: The Alumni Oxide crystals buff away the dead skin. The Pore Minimizer is loaded with Persian Silk Tree Bard and Soy bean extract to help support the pore walls!

*Show Before and Afters if you have them!

Step 5: **Indulge Soothing Eye Gel**

Apply gently the Indulge Soothing Eye Gel around eye area with finger.

Analogy: Imagine this as a nap in a jar! It adds 130 % hydration to the delicate eye area. Depuffs and soothes the eye area making the creepiness go away!

Selling Statement: Imagine a REHYDRATE product not just in the morning ...but thru out the day! Re-energizes the area to give it the hydration it deserves!! Also great for allergy prone eyes... and crying eyes to soothe the red away!

Key Benefit: Loaded with Chamomile, Green Tea and Cucumber Extract to soothe your eyes and give them deep hydration!

Step 6:

Charcoal Mask

leave this on for 10 minutes due to time constraints

In this time we share Mary Kay Ash's story and your I story

Detox & Reset : Apply Charcoal Mask (Show Mask Applicator)
leave on for 10-20 minutes or until dry. Patented product!
apply Indulge Soothing Eye Gel around eye area

Analogy: Imagine this as a magnet that pulls out all the 'bad stuff'—dirt, oil, and impurities hiding in your pores.

Selling Statement: "Before you can glow, you've got to let go! This mask absorbs oil, clears out pores, and leaves skin feeling refreshed."

Key Benefit: Activated charcoal + kaolin clay = deep cleansing + soothing honeysuckle extract for calm, balanced skin.

Navy bean extract is the Hero ingredient that brightens your complexion.

***Show Before and Afters if you have them!**

Bonus : Bio-Cellulose Mask

LUXURY LIFT

Analogy: Think of this mask as a 14 hour hydration LIFTER and
LUMINOSITY
Beauty Treatment!

Selling Statement:

With Korean Beauty Booster you will see a Visible lift in just 2
weeks!

Key Benefits:

Amazing complex of Oat kernel extract, orchid extract and
sodium
hyaluronate known for it's skin conditioning benefits.
It helps lift and firm the skin while increasing luminosity
and radiant with decreased lines and wrinkles!

Step 7:

Satin Lips Set:

Analogy: Detox for your lips!

Massage Scrub to lips for 1-2 minutes Remove with warm cloth.
Finish with Lip balm by applying with finger.

Selling Statement: Create smooth soft lips that are kiss chapped skin away! and the Hydration allows lips to stay hydrated for 6 hours!

Key Benefit:

The Shea lip scrub has sugar crystals to remover gently the dead surface skin while the shea butter and sunflower oil in the balm sofens , smooths and condition skin leaving you with 6 hours of hydrated lips!

Step 8:

Revealing Radiance Facial Peel:

Bio cellulose mask offered as a gift during the 10 minute peel for the guest with the most referrals over 5

First explain the benefits and then set the timer for the game and allow them to use their phones. They will also get tickets for each name to win our other prize at the end.

Resurface for Glow

Analogy: It's like taking a dull, cloudy window and giving it a deep clean—suddenly, the light shines through!

Selling Statement: “This glycolic acid peel removes dead skin cells so fresh, radiant skin can shine through—without any downtime!”

Key Benefit: Glycolic acid gently resurfaces skin by breaking down the bonds of thousands of dead skin cells 3 layers deep. Your skin will releases the dead and replaces them with PLumper, fresher cells that take their place.

Calming and hydrating Botanical Marine Extracts soothe the skin

***Show Before and Afters if you have them!**

Step 9

Mary Kay Balancing Toner

**Next apply toner with cotton round and we will put it on
from the girls to your curls**

Key Benefits:

Cleansing can disrupt your skin's natural pH.

**A toner helps restore it to the ideal slightly acidic level, which keeps skin healthy
and better able to defend against bacteria and irritation.**

Removes Residue

**Even after washing, traces of makeup, oil, or cleanser can linger.
Toner sweeps away what your cleanser may have missed.**

Preps the Skin

**Toner acts like a sponge primer—it softens the skin and allows serums and moisturizers
to absorb better and work more effectively.**

Minimizes Appearance of Pores

**Toners can help tighten the look of pores, giving the skin a smoother
, more refined look.**

Adds a Light Layer of Hydration

Skin feels refreshed and not dried out.

Step 10
Dynamic Wrinkle Limiter
Analogy: Botox without the needles
Batman and Robin

Target dynamic wrinkles like never before! One of the most effective ways to target dynamic wrinkles – lines and creases caused by facial expressions – typically involves injection treatments by a specialist. Until now! Experience pain-free results on your own time with our exclusive, no-needle alternative Mary Kay Clinical Solutions® Dynamic Wrinkle Limiter™!

This proprietary, noninvasive, at-home targeted cream is clinically shown to be 76% as effective as a widely used wrinkle-relaxing injection treatment.*

This allows you to deliver potent actives precisely where facial creases occur. With continued use, wrinkles appear 36% smoother in the forehead and extended crow's-feet areas and 30% smoother in between the brows after eight weeks.†

Our patent-pending Botanical Wrinkle-Limiting Technology features three plant extracts – French lavender extract, electric daisy extract and rosemary extract – that work in unison to deliver high-efficacy results.

***Show Before and Afters if you have them!**

Step 11

TW Repair Deep Wrinkle Filler

significantly impacts the appearance of 6 wrinkle zones:

- 1. Forehead Lines**
- 2. Between the brow creases**
- 3. Smile lines**
- 4. Vertical li lines**
- 5. Marionette lines**

It visibly plumps the appearance of deep wrinkles. Encapsulated hyaluronic acid acts as a moisture magnet, attracting skin moisture to help deep wrinkles look visibly plumped. Deep wrinkles are targeted by retinol, helping to minimize their appearance over time.

***Show Before and Afters if you have them!**

Step 12
Timewise Repair Eye Renewal Cream
Bright-Eyed & Youthful

Analogy: Imagine this like your morning coffee—
instantly waking up tired eyes!

Selling Statement: “Say goodbye to dark circles and
wrinkles
—this cream hydrates, firms, and smooths for bright,
youthful eyes.”

Key Benefit: Hyaluronic acid + peptides smooth fine
lines, while an instant cooling applicator depuffs.

Step 13:
Replenishing Serum C + E
Supercharge your skin

Smooth on in and upward and outward motion on face & neck

Analogy: Think of this as a “morning sunshine boost” for your skin—brightening and energizing.

Selling Statement: “Vitamin C is like a glow filter for your face—it brightens, firms, and protects against dullness and discoloration.”

Key Benefit: Vitamin C + E work together to boost collagen, fight free radicals, and enhance radiance.

***Show Before and Afters if you have them!**

Step 14:
Timewise Repair Lifting Serum
Lift & Firm

Analogy: Imagine this like shapewear for your face—lifting and sculpting where you need it!

Selling Statement: “This powerful serum tightens the look of sagging skin, helping restore youthful contours.”

Key Benefit: Peptides & plant stem cells support elasticity and give skin a firmer, lifted appearance

Step 15:
Timewise Repair Day/Night Cream

Hydrate & Seal

Apply Day to Face/ Night to Neck

Analogy: Think of this as your skin's 'hydration insurance'—locking in moisture and anti-aging benefits.

Selling Statement: This moisturizer does it all—hydrates, firms, and fights signs of aging while giving skin a dewy, glass-like finish

Key Benefit: Hyaluronic acid & peptides plump skin, while encapsulated retinol (night) or SPF 30 (day) protects and repairs.

Step 16:
Nourishing Oil

Ultimate Glow Lock-In

Apply all over face and neck / fingers for cuticles

Analogy: It's like putting a protective topcoat on a manicure—locking in all the goodness for a long-lasting glow!

Selling Statement: This luxurious oil seals in hydration, strengthens the skin barrier, and gives that dewy, glass-like glow.

Key Benefit: A blend of natural plant oils deeply nourishes without feeling greasy.

Step 17:

Hydrating Cream Mask

First explain this is a leave on mask that can be used on your face, hands, elbows, or knees too. You apply a thin layer and after 10 minutes massage in any excess. This hydrates for 12 hours.

*Try on hand or elbow for today

This no-rinse, mess-free mask is packed with superstar moisturizing ingredients such as shea butter, glycerin and hyaluronic acid, this oh-so-easy-to-use mask delivers so much in one creamy, no-rinse formula.

Bonus Step
Target Action Toning Lotion

BODY SHOP IN A BOTTLE

Analogy: Imagine smoothing and tightening your entire body!

Selling Statement: This dynamic body lotion will tighten and tone and firm your skin: Toned, Defined and Hydrated and minimize the appearance of imperfections for 24 hours!

Key Benefit:

Formulated with 6 Antioxidants including acai berry extract to minimize environmental stressors.

Last Step
Closing & Call to Action

Recap the key steps: “For Glass Skin, it’s all about hydration, exfoliation, and glow!”

*Special Offer: Customize a routine with a special discount on bundles or a free gift!

Next Steps: Book a Glow Session or take home your perfect routine today!