

## Body & Bath Party Planner

Our Body & Bath party allows guests to indulge in the simple pleasures of life!



### Step 1: Pre-Party Check List (2-3 wk prior to party)

Prior to your party, keep in touch with your hostess. Several days and one day prior to the party, request that she call the guests reminding them of the party time and place.

- |   |   |
|---|---|
| <input type="checkbox"/> Body & Bath Questionnaire (see web)            | <input type="checkbox"/> Body & Bath Body Mask  |
| <input type="checkbox"/> Catalogs (review monthly specials)             | <input type="checkbox"/> Variety of Body & Bath Moisturizers  |
| <input type="checkbox"/> Order Forms                                    | <input type="checkbox"/> Products for display & enhancements (flowers, rocks...)                                  |
| <input type="checkbox"/> Pens   | <input type="checkbox"/> Dispensing spoons  |
| <input type="checkbox"/> Calculator                                     | <input type="checkbox"/> Two small dish of coffee beans (clear nasal passage while sampling different fragrances) |
| <input type="checkbox"/> Recruit Package<br>Catalog, Contract, Samples  | <input type="checkbox"/> Paper towels or cloth towels   |
| <input type="checkbox"/> Business Cards                                 | <input type="checkbox"/> Unscented baby wipes   |
| <input type="checkbox"/> Hostess and/or guest gift (s)                  | <input type="checkbox"/> Music if your hostess is not providing   |
| <input type="checkbox"/> Variety of Body & Bath Scrubs<br>& Body Washes | <input type="checkbox"/> Two trays to hold sampling products for scrubs, mask(s) or moisturizers                  |

### Step 2: Party Set-up

Arrive 45 – 60 minutes prior to the party

- Create a sampling tray of body & bath scrubs, one or both of body & bath masks, dispensing spoons, small dish of coffee beans, and non-latex gloves for each guests. (Tying a pink or orange bow around the gloves adds a nice touch)
- Determine where you will be doing your scrub treatment – kitchen sink or in the area all the guests will congregate.
- Place a catalog, order form, pen, and paper towel or cloth towel on the guests' seats.
- Fill a bowl with wipes and place it where you will be doing the scrub treatment.
- Create a display in the area where the guests will be seated.
- Put on some music, it will relax your hostess.
- With your hostess decide where you are taking orders - place additional catalogs, pens and calculators.

### Step 3: Begin the Party

- When all or most of the guests arrive make an announcement "If everyone can please take a seat I am going to start."
- Make a simple introduction – "Hi I'm Mary and I joined Pink Papaya because I love the products." OR "Hi I'm Vicki and I fell in love with the Pink Papaya products and joined to make additional money to put my child through college." Make it simple and say it with passion.
- Introduce Pink Papaya – "Pink Papaya is a California based corporation that is focused on enhancing your overall sense of well-being – a combination of inner balance and outer beauty. We have four product lines, aromatherapy, body & bath, skincare and color. Today we are sampling our Body & Bath lines that encourages you to take the time to indulge in simple pleasures alone or with your significant other. Studies have shown that this increases your over all sense of well being."
- Discuss how we sell – "We sell our products directly or at home parties, tonight I will take your orders and I have set up a place to order over there. In the future you can also go online and order product, to order online my website is ....or I will provide you with a customer number in the next several weeks.
- Discuss fragrance – "Fragrance is a powerful and effective way to affect your mood and others. Fragrance throughout history has been used to make people feel better, attract members of the opposite sex, and to evoke thoughts and feelings of pleasant memories. Layer your fragrance through the use of body scrub, body wash and moisturizer.
- Discuss our signature Body & Bath fragrance blends (see back) and talk about your favorite body and bath scent.
- Optional - pass out the quiz and announce to the guest whoever gets the most right receives "x.". It doesn't have to be an elaborate prize, a trio butter or lotion sample in a small organza or cellophane bag is perfect. Tell your guests the ¼ oz sample jars are great to throw in your purse and use throughout the day to keep your hands looking hydrated and youthful.

## Body & Bath Party Planner (side 2)

### Step 4: Start the Sampling

Either send the guests to the sink to use the scrubs or have the guests do it at their seats.

- Regardless of where you do the scrub treatment, have them sample the scrubs, rinse (or wipe off with a baby wipe), apply masks to their hands and put on a pair of non-latex gloves.
- While their hands are being treated talk a little bit about the ingredients in our scrubs, mask and moisturizers. Tell your guest our products are packed with lots of botanical extracts but you are just going to point out a few. Always have your product guide with you, no one cares if you have to refer to it to provide an answer.
- Have your guests take off their gloves and let them sample the moisturizers.

### Step 5 : Wrap it Up

As your party is coming to an end let your guests know that it is time to place their orders. Tell the guests that you take checks (made out to you), cash, Visa, American Express and MasterCard as methods of payment. Remember to ask each guest if they would like to schedule an Aromatherapy, Skincare or Color Pink Papaya Party!

## Quick Body & Bath Reference

### Fragrances:

**Island** - Be whisked away to the tropics. Apricot, peach, jasmine, plum and vanilla stimulate the senses and evoke island dreams.

**Sugar** - Not candy sweet but sensual, seductive and romantic. Wild huckleberry, quince, jasmine and white rose create this irresistible fragrance.

**Ocean** - Crisp, clean and refreshing. A scent reminiscent of an ocean breeze, an enticing blend of amber, citrus, sea moss and bergamot.

**Flower** - Floral intense and captivating. A rich and powerful fragrance possessing the notes of red peony, violet and pink grapefruit.

**Exotic** - Sensual and sexy, a combination of vanilla, pineapple, and musk that men find irresistible.

**Tangerine Splash** - Fruity, refreshing, a great way to start your day or a pick me up on hot humid days. Enliven your senses!

**Raspberry Kisses** - Sweet and scrumptious. The smell of fresh picked raspberries on a warm summer day.

**Chocolate Mint** - Rich, decadent chocolate with a hint of mint. Give in to your chocoholic cravings without the calories!

### Products:

**Body Lotion** - Light and creamy, rich in milk protein and shea butter to maximize moisture retention and skin suppleness, botanical extracts of marigold, chamomile and cornflower to soothe skin and retain moisture.

**Body Crèmes** - Rich in jojoba and sweet almond oil – leaves your skin silky with a luminous finish.

**Body Butter** - A fabulous combination of shea butter & sunflower seed oil with botanical extracts of ivy and cucumber lavishes your skin.

**Bubble Bath** - Aloe vera to soothe skin and a unique blend of extracts seal in moisture.

**Body Wash** - A blend of aloe vera, coconut extract, gentle to prevent skin drying, yet effective when cleansing skin.

**Body Sugar Scrub** - Newly formulated, made from sugar, extracts of papaya, apples, beets, calendula, passiflora, and plum, avocado and jojoba oil. Makes your skin dewy and glowing.

**Tangerine Body Smoothing Scrub** - Pumice gently exfoliates skin while aloe vera soothes.

**Body Masks** - Both have french green clay, bilberry extracts to remove toxins and caffeine to stimulate circulation to fight cellulite.

**Soy Candles** - 100% soy, environmentally friendly, lead-free wick, hand poured in the US.

## Bath History - a few interesting facts

Over the centuries the rituals of bathing has been used to soothe the emotions, heal illnesses, and rejuvenate. **4000 BC** - Ancient Egyptians used bathing as a means of healing the spirit. **3,300 BC** - First perfume that anoints the body and scents the bath water. It was used to promote sleep, alleviate anxieties, and bring new dreams. **Today** – Many cultures such as the Iroquois, Scandinavian & Japanese still consider bathing in water a spiritual act separate from cleansing.

## Aromatherapy Party Planner

Our Aromatherapy party allows guests to explore the world of aromatherapy.



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### Step 1: Pre-Party Check List (2-3 wk prior to party)

Prior to your party, keep in touch with your hostess. Several days and one day prior to the party, request that she call the guests reminding them of the party time and place.

- |   |   |
|---|---|
| <input type="checkbox"/> Ayurveda Questionnaire (see web)   | <input type="checkbox"/> Variety of Aromatherapy Moisturizers -<br>Lotions , Massage Oils, Massage Candle |
| <input type="checkbox"/> Catalogs (review monthly specials)   | <input type="checkbox"/> Products for display & enhancements<br>(flowers, rocks...)                       |
| <input type="checkbox"/> Order Forms  | <input type="checkbox"/> Dispensing spoons  |
| <input type="checkbox"/> Pens   | <input type="checkbox"/> Two small dish of coffee beans (clear nasal<br>passage while sampling products)  |
| <input type="checkbox"/> Calculator   | <input type="checkbox"/> Paper towels or cloth towels   |
| <input type="checkbox"/> Recruit Package - Catalog, Contract, Samples   | <input type="checkbox"/> Unscented baby wipes   |
| <input type="checkbox"/> Business Cards   | <input type="checkbox"/> Music if your hostess is not providing   |
| <input type="checkbox"/> Hostess and/or Guest Gift (s)  | <input type="checkbox"/> Two trays to hold sampling products  |
| <input type="checkbox"/> Variety of Aromatherapy Exfoliants - Sugar Buffs ,<br>Polishes, Body Washes, Cellulite Scrub | <input type="checkbox"/> Foot baths   |
| <input type="checkbox"/> For Foot Baths - Aromatherapy Himalayan Salts,<br>Bubble Bath, Body Wash                     |   |

### Step 2: Party Set-up

Arrive 45 – 60 minutes prior to the party

- Create a sampling tray of one or more aromatherapy scrubs with dispensing spoon, coffee beans, and disposable gloves.
- Create a sampling tray of one or more aromatherapy moisturizers – lotions, massage oils, massage candles and coffee beans.
- Create a tray of products for foot bath – either body wash, bubble bath or Himalayan salts.
- Place a catalog, order form, Ayurveda questionnaire, pen, and paper towel or cloth towel on the guests' seats. In a convenient location set a bowl of unscented wipes, place an empty foot bath in front of each seat, it is a good idea to put a towel under the foot baths and fill a few pitchers with warm water for the foot baths.
- Create a display in the area where the guests will be seated.
- Put on some music, it will relax your hostess (you too!)
- With your hostess decide where you are taking orders - place additional catalogs, pens and a calculator.

### Step 3: Begin the Party

- When all or most of the guests arrive make an announcement "If everyone can please take a seat I am going to start the spa party."
- Make a simple introduction – "Hi I'm Julie and I joined Pink Papaya because I love the products." OR "Hi I'm Kate and I fell in love with the Pink Papaya products and joined to make additional money to put my child through college." Make it simple and say it with passion.
- Introduce Pink Papaya – "Pink Papaya is a California based corporation that is focused on enhancing your overall sense of well-being – a combination of inner balance and outer beauty. We have four product lines, aromatherapy, body & bath , skincare and color. Today we are sampling our Aromatherapy line, in this line we focus on the ancient science of Ayurveda that utilize the healing powers of essential oils. Our products are infused with 100% essential oils, no fragrance."
- Discuss how we sell – "We sell our products directly or at home parties, tonight I will take your orders and I have set up a place to order over there. In the future you can also go online and order products, to order online my website is ... or I will provide you with a customer number in the next several weeks."
- Discuss our signature essential oil blends (see back). Talk about which essential oil blend is your favorite.
- Discuss Ayurveda (see back) Pass out questionnaire and let everyone determine their dosha. It's a great icebreaker!

### Step 4: Start the Foot Baths

- To fill foot baths use pitchers of warm water or take each the foot bath to the kitchen sink.
- Based on the results of the questionnaire put a small amount of Himalayan Sea Salts, Bubble Bath or Body Wash in each of the guests tub. If you don't have a representative sample of each don't worry, any foot bath is a treat!

## Aromatherapy Party Planner (side 2)

### Step 5: Start the Hand Treatment

- While the guest soak their feet have them sample the scrubs on their hands, some guest will choose to use the scrubs on their feet while they are soaking.
- Tell the guests to use the wipes to clean off scrubs and apply a moisturizer and then put on non-latex gloves. If you have a massage candle light it at the beginning of the party, blow it out and allow to cool for a few minutes, use dispensing spoon to allow guest to enjoy the elegance of a warm massage.
- While their hands are being treated talk a little bit about the ingredients. Tell your guest our products are packed with lots of botanical extracts but you are just going to point out a few. Always have your product guide with you, no one cares if you have to refer to it to provide an answer.
- Have your guests take off their gloves and let them sample the moisturizers.

### Step 6: Wrap it Up

As your party is coming to an end let your guests know that it is time to place their orders. It is helpful to have a place set up where you sit and take guests orders. Mention to guests that you take checks (made out to you), cash, Visa, American Express and MasterCard as methods of payment. Remember to ask every guest to if they would like to schedule a Body & Bath, Skincare or Color Pink Papaya party!

### Quick Aromatherapy Reference

#### Aromatherapy Fragrances – 100% Essential Oils:

**Grapefruit Bergamot** - Fresh and purifying, bergamot oil releases a citrus scent that uplifts the spirit. A blend of grapefruit and orange completes the aroma..

**Vanilla Sandalwood** - Warm sensuous, grounding, sandalwood is an essential oil that has a very powerful effect on senses, helps create a soft and earthy feel. From a spiritual perspective sandalwood can help connect more readily with the inner being. Additionally the blend has black tea , vanilla and bergamot extracts

**Lavender Sweet Orange** - This relaxing aroma lifts your stress away, lavender oil has been known to induce a calming state of being and to accelerate the skin's healing process. The addition of sweet orange, bergamot and lemon make it both calming yet fragrant.

#### Products:

**Massage Oil** - Our product is a mixture of evening primrose oil, jojoba, and sesame oils. Jojoba is an antioxidant and natural vitamin E carrier, thus we infused our massage oil with vitamin E. Glides effortlessly and absorbs into the skin, leaving it soft and supple.

**Body Wash** - A blend of aloe vera, coconut extract, and pure essential oils, it gently yet effectively cleanses skin.

**Bubble Bath** -Aloe vera to soothe skin and almond extracts (hibiscus, elderberry, linden and acacia) seal in moisture.

**Body Sugar Buff** – Scrubs away dead skin cells with certified organic crystallized cane sugar, moisturize with sweet almond oil and coconut oil.

**Body Polish with Papaya Extract** – Packed with papaya extract, it firms, it tones and moisturizes your skin.

**Himalayan Salt Soak** - Reputed to contain up to 84 minerals essential to life, restore energy levels and create water similar to the primal oceans of creation.

**Cellulite Scrub** – Amazing! Promotes circulation with gota kola and horse chestnut extracts, gently foams, an uplifting mixture of nine essential oils.

**Massage Candle** – 100% natural – mango and shea butter; hempseed, grapeseed, and jojoba oils; vitamin E and soy wax. It's easy light our 100% natural massage candle and a pool of warm oil and butter will form. Extinguish the flame and massage warm oil into the skin.

#### Ayurveda - a few interesting facts

The ancient Indian science of Ayurveda indicates that each person is born with the combination of the three Doshas, or personality types – Vata, Pitta, and Kapha. Each Dosha represents the five life force elements that create harmony and balance – Vata – Ether & Air; Pitta – Water & Fire; Kapha – Water & Earth. Throughout one's life certain situations will cause one Dosha to be more dominant. Additionally it is thought that certain essential oils extracted from plants, leaves, bark, rind and root can restore balance, calm you or even improve your mood! If your guests took the Ayurveda questionnaire tell them the following essential oils will relax them: Vata – bergamot, Pitta – lavender, Kapha – Sandalwood.

## Skincare Party Planner

Our Skincare party allows guests to explore the world of repairing the signs of aging.



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### Step 1: Pre-Party Check List (2-3 wk prior to party)

Prior to your party, keep in touch with your hostess. Several days and one day prior to the party, request that she call the guests reminding them of the party time and place.

- \_\_\_ Skincare Questionnaire (see web)
- \_\_\_ Catalogs (review monthly specials)
- \_\_\_ Order Forms, Pens
- \_\_\_ Calculator
- \_\_\_ Recruit Package - Catalog, Contract, Samples
- \_\_\_ Business Cards
- \_\_\_ Hostess and/or guest gift (s)
- \_\_\_ Variety masks, cleansers & scrubs – facial mask, facial wash, toner, scrub mask, hand scrub, foot scrub
- \_\_\_ Variety of hand & feet moisturizers – hand crème & foot crème
- \_\_\_ Variety of facial moisturizers – facial defense, hydrate facial gel, facial moisture,
- \_\_\_ Variety of treatment – under eye, bikini duo, anti-aging, sun glitized, green jade roller, eye masks
- \_\_\_ Dispensing spoons
- \_\_\_ Paper towels or cloth towels
- \_\_\_ Unscented baby wipes
- \_\_\_ Music if your hostess is not providing
- \_\_\_ Two trays to hold sampling products

### Step 2: Party Set-up

Arrive 45 – 60 minutes prior to the party

- \_\_\_ Create a sampling tray of cleansers & scrubs of one or more of the following - facial scrub with grapeseed extract, botanical facial washes, botanical facial toners, cranberry orange hand scrub, blackberry fig foot scrub.
- \_\_\_ Create a sampling tray of one or more of the following – facial mask w/papaya extract, blackberry hand and foot mask.
- \_\_\_ Create a sampling tray of one or more of the following moisturizers – facial defense, hydrate facial gel, hydrate facial moisture, shea butter hand crème, foot crème with sweet almond oil.
- \_\_\_ Create a sampling tray of one or more of the following treatments – sun glitized, under eye treatment gel, bikini duo, anti-aging facial crème, green jade roller, gel eye mask.
- \_\_\_ Place a catalog, order form, skincare questionnaire, pen, and paper towel or cloth towel on the guests' seats. In a convenient location set a bowl of unscented wipes.
- \_\_\_ Create a display in the area where the guests will be seated.
- \_\_\_ Put on some music, it will relax your hostess (you too!).
- \_\_\_ With your hostess decide where you are taking orders - place additional catalogs, pens and a calculator.

### Step 3: Begin the Party

- When the guests arrive make an announcement "If everyone can please take a seat I am going to start the spa party."
- Make a simple introduction – "Hi I'm Emma and I joined Pink Papaya because I love the products." OR "Hi I'm Kathy and I fell in love with the Pink Papaya products and joined to make additional money to put my child through college." Make it simple and say it with passion.
- Introduce Pink Papaya – "Pink Papaya is a California based corporation that is focused on enhancing your overall sense of well-being – a combination of inner balance and outer beauty. We have four product lines, aromatherapy, body & bath, skincare and color. Today we are sampling our Skincare line, in this line we combine botanical ingredients with cutting edge technology to stimulate and supplement the natural functions of the skin."
- Discuss how we sell – "We sell our products directly or at home parties, tonight I will take your orders and I have set up a place to order, over there. In the future you can also go online and order products, to order online my website is ... or I will provide you with a customer number in the next several weeks.

### Step 4: Start the Scrubbing!

- Explain exfoliation – skin can become dull and accentuate imperfections if it's not exfoliated regularly. The very outer layer of your skin is actually dead skin cells. Your skin creates new cells underneath and the old ones on the surface slough off. As you age sometimes this dead layer will build up on the surface of your skin and you will notice your skin has a dull look to it. Our scrubs helps this process and gently slough away dead skin cells to reveal glowing, soft and supple skin.
- After explaining the importance of exfoliation allow guests to sample the scrubs.

### Step 5: Detoxify!

- Detoxification – Suggest to your guest that the night before they need to look your best, apply a mask to face, hands and or feet It will work deep into the skin, fight free radicals, detoxify the skin and will reveal a healthier youthful skin. Even a 10 minute mask can calm inflammation and irritation and result in a glow.
- Allow your guest to apply one or several of the mask to their hands and let them put on the non-latex gloves for a deeper treatment.
- Use a body wash or one of our facial washes and or toners to cleanse hands. Our washes are sulfate free and work best if you put a small amount on a warm unscented baby wipe.
- **Botanical Facial Wash and Toner** for Normal to Dry Skin is infused with papaya extract and an exclusive botanical blend of marshmallow, orange flower, chamomile and sweet violet to both cleanse and moisturize.
- **Botanical Facial Wash and Toner** for Combination Skin is infused with papaya extract and an exclusive botanical blend of sea algae extract and plant extracts (grapefruit, elderflower, cornflower, & rose) that soothe and tighten skin and help with oil build up.

### Step 6: Sample Moisturize and Treatment Products!

- Discuss the various skincare product and allow your guest to use those you have available
- **Facial Defense Triple Protection Gel** – packed with many fortifying ingredients, point out seaweed I and algae extracts are packed with trace elements like zinc, magnesium, amino acids, antioxidants and vitamins that restore radiance to the skin by supplying lacking nutrients. Also a UVA/UVB protector and peptides that help to diminish fine lines and wrinkles.
- **Hydrate Facial Gel** – hydrates but does not leave skin oil, discuss one or more of the following trehalose, it protects skin from dehydration and also controls oil build up, triple tea extract combat environmental toxins and peptides sends messages to your skin instructing it to behave like young skin!
- **Hydrate Facial Moisture** – a blend of acacia, elderberry, linden and hibiscus to tighten pores. Sodium hyaluronate, which is a natural moisturizing factors (NMFs) found in the skin. Together with lipids, NMFs keep skin from losing water, maintaining skin's young, smooth, non-flaky appearance. (also in our hydrate facial gel)
- **Anti-aging Facial Crème** – Dermaxyl, collagen and botanical extracts attack wrinkles. Point out that Dermaxyl stimulates cell communication and instructs the cells to repair age related skin damage.
- **Under Eye Treatment Gel** – Infused with Haloxyl that eliminates the blood pigment that are responsible for dark circles.
- **Sun Glitz** – infused with vitamin E and extracts of calendula, linden, chamomile, cornflower and st. john's wort nourishes and imparts color and shimmer.
- **Bikini Duo** – A popular item that customers keep buying to get rid of those razor bumps! Need you say more?
- **Gel Masks and Green Jade Roller** – if you have one or more of the following, cool it and allow your guests to enjoy.
- **Shea Butter Hand Crème** – Enriched with shea butter known to help cells regenerate, reduce the appearance of stretch marks, and help heal skin cracks and crevices., avocado oil that contains vitamin A, D and E and helps collagen rebuilding.
- **Foot Crème with Sweet Almond Oil** – Enriched with sweet almond oil which is an excellent emollient, softening and soothing, it helps balance the skin's moisture content, retaining moisture where needed, Golden Jojoba Oil - derived from the single seed of the fruit of a jojoba tree it is really a wax not a oil, sometimes referred to as "liquid gold." It is one of the most easily absorbed vegetable oils by the body. It's fatty acid profile is almost identical to our own natural skin oil making it one of the most easily absorbed moisturizers. Bilberry, Yucca and Meadowsweet Extract Blend - Bilberry is an anti-oxidant, yucca has anti-inflammatory benefits and Meadowsweet is great for cleaning and toning.

### Step 7 : Wrap it Up

As your party is coming to an end let your guests know that it is time to place their orders. It is helpful to have a place set up where you sit and take guests orders. Mention to guests that you take checks (made out to you), cash, Visa, American Express and MasterCard as methods of payment. Remember to ask every guest to if they would like to schedule a Aromatherapy, Body & Bath or Color Pink Papaya party!

### Skincare History – a few interesting facts

It is believed that the science of skincare began in 4000 BC in China and the Middle East. Egyptians first known facial treatment was a mixture of ostrich eggs, olive oil, dough and resin mixed in milk. The first cosmetics used by Romans containing poisonous mercury and lead! We have come a long way!

## Color Party Planner

Our Color party allows guests to sample our make-up line.



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### Step 1: Pre-Party Check List (2-3 wk prior to party)

Prior to your party, keep in touch with your hostess. Several days and one day prior to the party, request that she call the guests reminding them of the party time and place.

- |   |   |
|---|---|
| <input type="checkbox"/> Catalogs (review monthly specials)           | <input type="checkbox"/> Variety of eyes and cheek products       |
| <input type="checkbox"/> Order Forms, Pens                            | <input type="checkbox"/> Variety of lip products                  |
| <input type="checkbox"/> Calculator                                   | <input type="checkbox"/> Disposable mascara wands, puffs, brushes |
| <input type="checkbox"/> Recruit package - Catalog, Contract, Samples | <input type="checkbox"/> Paper towels or cloth towels             |
| <input type="checkbox"/> Business Cards                               | <input type="checkbox"/> Unscented baby wipes                     |
| <input type="checkbox"/> Hostess and/or guest gift (s)                | <input type="checkbox"/> Music if your hostess is not providing   |
| <input type="checkbox"/> Variety of face (foundation) products        | <input type="checkbox"/> Trays to hold sampling products          |

### Step 2: Party Set-up

Arrive 45 – 60 minutes prior to the party

- Create one or two sampling trays of face, eyes, cheeks and lips products.
- Place a catalog, order form, pen, and paper towel or cloth towel on the guests' seats. In a convenient location set a bowl of unscented wipes.
- Create a display of our skincare, aromatherapy and body and bath products in the area where the guests will be seated
- Put on some music, it will relax your hostess (you too!)
- With your hostess decide where you are taking orders - place additional catalogs, pens and a calculator

### Step 3: Begin the Party

- When the guests arrive make an announcement "If everyone can please take a seat I am going to start the party."
- Make a simple introduction – "Hi I'm Anne and I joined Pink Papaya because I love the products." OR "Hi I'm Erin and I fell in love with the Pink Papaya products and joined to make additional money to put my child through college." Make it simple and say it with passion.
- Introduce Pink Papaya – "Pink Papaya is a California based corporation that is focused on enhancing your overall sense of well-being – a combination of inner balance and outer beauty. We have four product lines, aromatherapy, body & bath, skincare and color. Today we are sampling our Color line, in this line we combine botanical ingredients with cutting edge technology to create the look you want.
- Discuss how we sell – "We sell our products directly or at home parties, tonight I will take your orders and I have set up a place to order, over there. In the future you can also go online and order products, to order online my website is ... or I will provide you with a customer number in the next several weeks.

### Step 4: Tips for creating a flawless beginning

- Discuss - Our line of mineral face products has a full line of **concealers, liquid foundations, powders and bronzers** to create a fresh virtually translucent finish with a sun-kissed look. Why mineral? Mineral foundations and concealers are light, long-lasting and create a flawless finish. We have fortified our products with anti-oxidants and botanical extracts eliminating drying that accentuates wrinkles often found with the first mineral make up products.
- Allow your guests to sample the face products you have available while you discuss the art of contouring, with a little practice your guest will have fun and learn the basics. Ask your guests "Do you want to sculpt your cheekbones, shorten your nose, or slim your face. With a little practice and the help of a friend you too can make your face a masterpiece."
- **Step 1** : Apply **mineral photo touch concealer, foundation** and/or **liquid mineral foundation** to even out your skin tone
- **Step 2**: Pick a lighter **mineral powder** to highlight your t- zone, the area across your forehead, down your nose to your chin
- **Step 3** : Create high cheekbones – Apply a darker shade of **mineral powder foundation** below your cheekbones, you can suck in cheeks to figure out where to apply the darker shade, too much will look dirty, so you have to play with the amount.
- **Step 4**: Highlight below your eyes if you haven't already with a **mineral photo touch concealer**.
- **Step 5** : Slim your nose by brushing the darker shade of **mineral powder foundation** along the side of your nose
- **Step 6** : Slim down your face by brushing the darker shade of **mineral powder foundation** along the outer edge of your face, along the jaw line and around the temples.

## Color Party Planner (side 2)

### Step 5: Eyes, Cheeks and Lips, highlight your natural beauty

- Applying eye makeup takes constant practice to bring out the best in eyes, a party is a great place for your guests to practice.
- Discuss our line of eye color products:
  - A complete line of eye color - **luce crème liner**, sultry, shimmering, lavishly defined and smudge proof and lasts for hours, no more tugging on delicate eye lids (use with a flat liner brush); **mineral shadow and mineral matte shadow**, hypoallergenic, crease-resistant, enriched with vitamin A, C and E that conditions and protects eyelids, reflects light away from fine lines and other flaws; **triple split shadow**, hypoallergenic, triple-milled for easy blending, water-proof, crease-resistant; **dimensional shadow**, hypoallergenic, vitamin A & E condition and protect eyelids, triple-milled to create a velvet finish, crease-resistant; **polychromatic shadow**, hypoallergenic, vitamin A & E condition and protect eyelids, coated pigments produce a translucent reflective finish; **superwear crème shadow**, captivating, creaseless, smudge free and waterproof.
- Determine if your guests' skin tone is either warm or cool. Skin tone is the undertone of your skin and helps determine if you should be wearing cool or warm colors. If you choose the correct colors, warm or cool, your guests' skin tone will appear radiant and glowing not tired and drained. To determine if your guests are warm or cool have your guest look at the underside of their arm – if cool the veins on the underside of the arm appear bluish, if warm the veins on the underside of the arm appear greenish. OR they can gently pinch the skin under their arms, if cool the tones tend to appear pinkish-blue or reddish-blue, if warm the tones tend to appear peachy or yellowish
- Below are a few looks we put together to help you guide your guest's choices:

**warm natural look** - **butter pecan superwear crème shadow** over entire eye and **twig mineral matte shadow** smudge at the base of the upper and lower lid eyelashes, **sunkissed bronzer** over entire face, **lush mascara**, **sweet cheeks cremewear blush**, end with **naked bronze lip shine**.

**warm sophisticated look** – dust **cognac dimensional shadow** over the entire lid, smudge under lower lashes, dust **tantalizing dimensional shadow** under brow, **lush mascara**, **afterglow cremewear blush**, apply bronze micro-bubble lipstick & finish with a light layer of **desire liquid lustre**

**warm sexy look** suggest – apply **dark angle dimensional shadow** on the outer corner and just above the crease of the eye, **lava** on the lower lid, **gold minx mineral mineral shadow** under brow, **brown sugar luxe liner**, **hd mascara**, **afterglow cremewear blush**, finish with **raisin super gloss**

For women over 40 a great **warm glamorous look** – apply **brazilian nut mineral matte shadow** just above the crease and smudge darker at the outer corner, use wet as a liner at the base of the lashes both above and below, dust **terra peach mineral matte shadow** on lower lid and **alabaster mineral shadow** under brow, **lush mascara**, **afterglow cremewear blush**, finish **bronze micro-bubble lipstick**

**cool natural look** - **the tribeca triple split**, dust the lightest shade over the entire eye, medium shade on the lower lid and the darkest shade just above the crease and smudged at base of lashes, **lush mascara**, **pretty pink cremewear blush**, finish with **angelina lip shine**.

**cool sophisticated look** – Dust **lavender haze polychromatic shadow** over the entire lower lid, smudge under lower lashes, dust **luminized dimensional shadow** under brow, **lush mascara**, **pretty pink cremewear blush**, apply **wisteria lip rouge** finish with **satinizer liquid lustre**

**cool sexy look** suggest – **ink mineral shadow** smudged on lower lid, **glacier luxe liner** at the base of lashes – top only, smudge **ink** under lower lashes, apply **luminized dimensional shadow** under brow, **hd mascara**, **sangria cremewear blush**, finish with **pink kisses liquid lustre**

For women over 40 a great **cool glamorous look** – apply **cashmere mineral matte shadow** just above the crease, **pink water mineral matte shadow** on the lower lid and **vanilla mineral matte shadow** under brow, apply **mushroom luce crème liner** at base of the lashes both above and below, **lush mascara**, **adobe mineral matte blush**, finish with **dolce lip rouge**.

- A word about mascaras:  
suggest to your guests if they don't need **waterproof mascara** to always use a mascara that is rich in moisturizers (**HD mascara** rich in panthenol and silk protein, **lush mascara** enriched with 9 botanicals plus vitamin A, E and C) To apply mascara place your finger at the mid-lid or on your eyebrow and pull it up to hold the lid taut. Hold the wand in a horizontal position and sweep on the mascara from the roots going to the ends. As you apply the mascara roll the wand as you move from root to end, it takes a little practice. Also, wiggle the wand from side to side in order to evenly distribute the mascara.
- About our blushes:  
**mineral matte blush**, hypoallergenic, silky smooth with a matte glow, floats over skin while deflecting light away from flaws, apply to apples of the cheek, blend over the cheekbone and up towards temples; **cremewear blush**, if your guests skin is dry or tan, it can be difficult to make the powder blushes blend in with their skin for a natural look, suggest to your guest to try our **cremewear blush**. A small amount of the cream is more concentrated in color, so use it sparingly and add more only if necessary. Suggest the guests dap their ring finger into the cream blush and rub the blush in circles along the apples of your cheeks. Continue rubbing the blush up the cheek into the hairline. Suggest they repeat the rubbing if necessary to ensure that the blush is blended. Bad blush applications occur when the color is concentrated on the apples of your cheeks.
- About our lip products:  
**liquid lustre**, super light-reflective pigments impart brilliant color with a lip plumping peptide complex, marine filling collagen & butters; **super gloss**, non-sticky, antioxidant vitamin A & E; **micro-bubble lipstick**, micro-bubble conditioning spheres hydrate and set color, vitamin A, C & E, chamomile & aloe soothe lips; **lip rouge**, smooth & sexy and volumizing due to peptides; **lipshine SPF 15**, vitamins E & C both soothe, hydrates and minimizes chapping.

### Step 6 : Wrap it Up

As your party is coming to an end let your guests know that it is time to place their orders.