

Bathroom Model Bags



Preparation

Prepare 2 – 3 Bathroom Model Bags (can be TimeWise, Repair, Clear Proof or Botanicals)

Place in a Travel Roll-Up or Miracle Set bag

TimeWise(use appropriate skin type)

- 3-in-1 Cleanser
- Age-Fighting Moisturizer
- Day/Night Solutions
- Oil Free Eye Makeup Remover
- Firming Eye Cream
- Microdermabrasion Set
- Foundation Primer
- 2-in-1 Body Wash & Shave
- Hydrating Lotion

Repair

- Foaming Cleanser
- Lifting Serum
- Day/Night Cream
- Eye Renewal Cream
- Oil Free Eye Makeup Remover
- Microdermabrasion Set
- Foundation Primer
- 2-in-1 Body Wash & Shave
- Hydrating Lotion

Clear Proof

- Clarifying Cleansing Gel
- Blemish Control Toner
- Acne Treatment Gel
- Oil Free Moisturizer
- Pore Purifying Serum
- Oil Free Eye Makeup Remover
- Age-Fighting Eye Cream
- Foundation Primer
- 2-in-1 Body Wash & Shave
- Hydrating Lotion

Booking Script

Hi ___ this is ___. Did I catch you at a bad time?

I have a quick question to ask you...

I am in a challenge to get 50 women's opinion of our skin care this month.

This is a huge challenge for me, and when I finish this, it will help me (your why).

Now, I know we are all so busy these days, so I was thinking...

Could I have you be a bathroom model for me?

I simply give you the products to use for 4 days in the comfort & convenience of your own bathroom.

All I need is for you to pamper yourself for 4 days & fill out a brief survey – that's it!

I really think you will be amazed at how great your skin will look and feel after just 4 days!

So...is there any reason why you couldn't be my bathroom model this week?

Great! I'll drop the bag to you with an instruction card of what to do.

When would be a good time to drop it off...daytime or evening?

(Preprofile to know which skin care & formula to give her)

Picking Up the Bag

So how was your bathroom model experience?

Let me see your skin...oh my gosh (notice the differences you see)

How much of a difference do you see?...do you feel?

What was your favorite product?

Did you have any questions for me?

Was there anything that you fell in love with that you cannot do without?

Well, for being my bathroom model...I would love to offer you a special discount.

This set normally retails for \$___, but I can offer it to you today for just \$___. Would you like to take advantage of that special? (If no...I offer any products that she tried for 10% off)

I'd also like to offer you a free item in the catalog (\$15 or less) if you can recommend a friend that would be a great bathroom model for me. Who do you know that I could pass this bag to?

I can double your free gift if you choose to set up a makeover session with me so I can show you our color cosmetics...would you like to set a time for me to show you how to apply color for your personal features?