

TENATIVE BOOKING APPROACH

“Suppose we do this. We can get a tentative date now, with the understanding that when the time comes and its inconvenient, you can call me and we’ll change the date, O.K.? Let’s take a look at the calendar and find something you think will work. Which is better for you, would you prefer the beginning of the week or the end of the week?” (select the day) “Day or evening? 7:00 or 7:30” etc.

CORRECT BOOKING APPROACH

At every class I always select a couple of people who I’d most like to have as my future hostesses and today I’ve selected you. Is there any reason why when we get together for our follow-up facial that you couldn’t invite 2-3 girlfriends to join you? I think we’d have a ball. What works better for you the beginning of the week or the end of the week? Great! I have _____ or _____ available, which one is better?

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