

SKIN CARE CLASS ~ START TO FINISH

Welcome & Introductions:

- How you came into MK (let excitement and fun show!)

Glad to be there – tell about training 30 faces and 30 opinions in 30 days! I'm gonna do it!

Tell about other appointment available:

- Color: So fun, go into eye shape, face shape and coloring! (Let them know how fun they are! And that you are going to spoil them.)

Outline the class:

- We'll do hand treatments (Satin Hands), have a facial with # One Best Selling Brand, and do a touch of color
- Then I'll tell you about my Hostess Program
Mention you'll talk about the discount, only if using Create a Roll Up sheet
- Individual consultation – Where I get your opinion, you can ask questions @ your skin, book second appointment and buy if want something.

Best products at best price:

- #1 Best-Selling brand for 16 outta the last 17 years
- Premium brand – non-comedogenic (nothing small enough to clog pores, no fillers)
- Least expensive premium skincare on the market
- 100% guarantee – no questions asked
- And you get ME! (customer service, delivery, knows your formulas and favorites)

Products: (Before we start I want you to take an up close look at your skin) 8X Mirror

CLEANSE:

Put on Head band

- Eye make up remover (only if doing eyes)
- Timewise Cleanser N/D & C/O (study flip chart for details on products or product guide)
- Wash Cloths

Ask "How does your face feel?"

RESURFACE & SPECIAL TREATMENTS:

- Microdermabrasion on back of hand
- Day/Night Solutions – probably only one you'll use tomorrow

MOISTURIZE & HYDRATE:

- Timewise Moisturizer N/D & C/O

LIPS & EYES: You don't have these yet

- Satin Lips mask and balm
- TW Firming Eye Cream

Foundation: Stripe their color, it's okay if you mess up! You are new and getting experience. If the color is too dark, wipe off and use lighter color – too light, darker can go right over top. Neutrals are 00 series.

Bit of color: Take eyes to play with at home. Mineral make up a little goes a long way! Blush and lips race (if you want to race).

Ask for referrals – “On back of profile cards, place for 5 names and numbers of women 18 and older who you think would like a pampering like this one or at least sample some product. I will treat them with the outmost respect – if they want to be pampered great! We’ll set it up! If not, I’ll never call them again ☺ I have better things to do!

Give time to fill out while you clean up.

Hostess Program: I could call referrals and offer a gift card but what I’d love to do is spoil a hostess! Here is my hostess program: Explain you do invite and call to see who can make it, can have it at hotel and don’t have to clean – be a cute hostess and collect credit. I’ll need is a guest list and if get it to me in 48 hours, get _____ for free!

Group Close:

Create my roll up Bag: This is their wish list to scribble on – go over sets, they star circle anything they love.

- Can be customized with items you choose for same value

Individual Sets or Ala-carte:

- You can also purchase any of the sets you see on page 18 or order any individual items you can’t live without.
- Check if anyone needs to leave early – close them first.
- Give the other guests Look books while you’re meeting with them.

Individual Consultations:

- Check her experience and answer questions
 - Did you have a good time?
 - How does your skin feel?
 - Do you have any questions for me?
 - Let me see your card to see what you wrote down.
- Use her profile card as you guide:
 - I see you put down that _____ sets would be your heart's desire.
 - Your job was to tell me what you want and my job was to figure out a way to help you get it. Let me tell you your options.
- 1st and easiest is cash... is that an option?
- Some people don’t realize, but we do take MasterCard, Visa, or Discover – would that make it easier?
- Perhaps we could move down a step and you could earn the rest at your next class.
- Step her down one set at a time until she has settled on what she is most comfortable with.
- Schedule her next appointment:
 - Now we need to schedule your next appointment. I recommend doing _____ next, but you can choose. Would you rather do _____ or _____.
 - Great! Are days or evenings better? Let me see what I have available. (Schedule her on the datebook before the class option is brought up.)
- Turn it into a class.
 - When we get together if you want to bring a few friends along, you can

earn that _____ (whatever was on her card). It's always so much more fun with friends and they'll love you for inviting them. I need to do 30 faces for my training and I don't know 30 faces in Elko! Will you help?

- Coach the appointment.

- You are going to love doing color! I've put you down in pen and will be scheduling around our date all week long so, promise me if you have a tragic emergency that you'll give me at least 48 hours notice so I can schedule someone else in your spot. Even if your friends can't make it, you and I will get together either way. I'll call you the Friday before the class to get your guest list and see who is coming for sure

Thanks for being one of my first faces! Will you send in____(Suzy - next guest)_____?