

# Mini Pedi Class Outline

## **30 minutes before guests arrive:**

Squirt Trays

Arrange chairs

Have a bucket for everyone and put two plastic bags and a towel in it (bags on top)

On their chair put a clipboard with their paperwork clipped on it and a pen, then on top of that, lay the fun-looking stuff (pedi slippers, polish, gift bag, file, et.)

Put a bottle of water next to each chair

Have a garbage bag handy so that they can throw trash in it—I usually set a walmart bag in the middle of the chairs and they just try to get close when throwing stuff in it.

## **When guests arrive:**

1. Have them choose a chair and start their paperwork
2. “Go ahead and start your paperwork. Go as far as you can and I will help you with anything you are unsure about”
3. Sit and talk with them as they come in. Make friends. Ask them questions about themselves
4. At 10 minutes after the class is supposed to begin, tell them you are ready to begin.
5. Go over the agenda quickly: “I am going to tell you everything that is going to happen ...” Tell them what time the class will end and that you only get credit (or the hostess only gets credit) for those that stay the whole time.
6. Have them get the three products on their feet, wrapped in bags and then wrapped in towels
7. Once feet are wrapped, hand them their mirrors with tray and do a normal facial.
8. NOTE: Anyone arriving after feet have been wrapped will skip the facial. You will have to get their feet wrapped while giving instructions to the others. For example, tell everyone to take off their eye makeup and then hurry and help her get her feet wrapped.
9. After the facial, take their mirrors and give them a plate of refreshments and a napkin (I have been giving them brownies, or a doughnut, etc.)
10. While they are eating, you can fill all the buckets with warm water. Have a pitcher filling in the sink while you are pouring with another pitcher.
11. Have them rinse and then soak in the water while you go over the types of return appts. Have them choose the one they want.
12. Explain the referral game. Have them fill out their names while you dump the tubs and rewrap their feet in the towels
13. Explain your hostess program and tell them you will sit down with each to see if they want to bring friends to their return appt.
14. Give the lotion to one guest and tell them to take some and pass it on. Give them Look Books and tell them that they are welcome to polish their nails while you sit down individually for about 3 minutes with each of them.
15. Invite one person (most excited) to come with you to a separate place (still in view).
16. **Do this for the individual close**
  - “Let’s pick a date for your next treatment” Set the Date
  - “Do you want to bring friends and earn hostess credit” If yes, go over the Hostess packet
  - “Which Products would you like to take home today?”
  - “I have a little favor to ask you (tap her hand or shoulder). I am earning a free car with Mary Kay and I need\_\_\_ people this month to come and listen to a marketing presentation. I know that you may not be interested in joining Mary Kay, but if you will come and fill a seat for me, I will give you \_\_\_\_\_.” What do you think? Show her your marketing sheet and tell her that you need people for the next 2-3 upcoming events and ask her which of those would be best.
17. Send her back and invite another person by name to come to you and repeat with each.
18. Fill their orders and then hang out or send them home!