

Miracle Marathon Makeover

AGENDA

- Consultants invite guests saying: “I would love your opinion of our skin care. We are sampling the product on Monday, Feb.15th, and I would value your opinion on our test panel. We have four time slots. Which would be best for you?”
- Schedule time slots: 4:00pm/5:00pm/6:00pm/7:00pm
- Each consultant may bring two guests to each time slot.
- Consultants bring a tray/mirror/washcloth
- Consultants bring finger foods. Director provides beverage/cups.
- Consultants must RSVP so the time slots may be filled.
- PURPOSE: To develop a new, deep client base for our consultants.
- Guests sample Satin Hands and are foundation color striped

* At the top of the hour, director welcomes guests and gives an overview of the hour. She introduces each consultant and consultant introduces her guests.

- Director demos Miracle Set: cleanser, AM/PM, moisturizer, foundation (liquid/mineral powder). Talks about Serum + C.
 - Color: new Crème Highlighter, new Cheek Glaze, new Lip Nectar.
 - Director closes as guests fill out survey sheets.
 - Suggestion: Purchase Miracle Set and get the foundation free.
 - Suggestion: Purchase Trial Size Set and get the Serum + C at a reduced price at her follow-up facial.
 - Goal: to sell Miracle Sets and schedule new appts. with new people.
 - Goal: to show consultants how incredible the new spring colors are and to have clients pre-order them.
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- It's a good idea to have two tables available. When you are finished working the first table, the second table can be ready for the next group who will be arriving shortly.

Time: 35-40minutes

