

SHOW OUTLINE

FORMAL OPENING

- MEMORIZE the Opening. It gives you confidence and a great start.

MAKE UP

- Primer (Flawless)
- 4 in 1 - Mineral Make Up - No Talc
- Feature some make up items. Lip Colours, Mascaras, Eye Shadows
- Color Box - Booking on Bonus Night for \$24.95

BRUSH SET

- Professional grade. Would be \$250.00
- Get them for only \$8 with 2 bookings from the show.

SPA BODY CARE

- Orange Bliss Wash & Lotion
- Get the Wash & Lotion for only \$8.00 with 8 guests or 2 bookings at your show. (Consultant pays 5.00) Or charge 13.00

HAND COUTURE

- Hand treatment for aging hands. Very hydrating and soothing. SPF.

BEST SELLERS PACKAGE

- Hand & Body Silk, Visible Aid & Nutri Hydrating Mist
- BOOKING SEED. Get most of your body care for \$20.00 at your show!

WHY ALOETTE? ENZYME PEEL DEMO

- Why we are different. Stability, Reputation, Innovator
- ALOE VERA! Certified Organic 3 - 10 times more effective. Medical Grade.

DEMO ENZYME PEEL

- **Over 50% Aloe Vera and Fruit Enzymes**
- **Spread over dry skin on hand**
- **Skin Care Chart**
- 1. PENETRATES 21 skin cell layers! Goes where needed. Results.
- 2. EXFOLIATES
- 3. HEALS & REGENERATES - Aloe heals 6 times faster than skin can do it alone.
- Use WITH skin care routine not by itself.
- We have all the great ingredients in our products but need the delivery system of Aloe

WITH HAVE 3 SKIN CARE LINES - Pass out Value slicks

- ACNE : Teens Or Adults. NOT BLEACH BASED. We don't SUPPRESS Acne - We heal.
- PLATINUM: Over 40? Need serious anti-aging?
- Customized what you need during your consultation.

ALOE PURE 7 PIECE PACKAGE

- Best Selling Package. Best Results, Best Savings!
- Morning Cleanser
- Essential Cleansing Oil
- Toner
- Nutri Hydrating Mist
- Time Repair Anti Wrinkle Serum

- Moisturizer
- Line Control Eye Gel

SKIN CARE RECAP

- 21 day deal. Love results and be in a habit.
- Refer to catalogue - Usage Guide - You'll remember what to do.
- Less than 3 minutes! Like Brushing your teeth. Take care of yourself!
- 55 cents a day! Don't look like you're last on the list.
- Not a luxury purchase. It's a necessity. Largest organ.
- Make up helps for 30 minutes. Skin Care for 30 years!
- Relate it to other things you spend money on!
- Don't spread out the purchase - cost is more
- Make the decision to Start with skin care and then simply have a show....

SUPER SALES

- Show Value Package Slicks -Explain Super Sales
- Highlight a few. The ones on the audio and/or a few favorites of yours.
- Mention any limited time specials 'if available'.

EXTRA SPECIALTY ITEMS - if you have them

- Start with Skin Care and then have a show for all the extras!
- Stick Shift, Be Smooth (Bonus for 8 guests - \$8), (any of your Favourites)

LET'S PRETEND - BOOKING TALK

- Number 1 Reason women have shows is for fun!
- Number 2 reason is for the Shopping Spree

- Let's Pretend
- Avg. show; 150.00 in products of your choice
- 8 guests gift - Orange Spa set or Be Smooth for only \$8.00! (Consultant pays 5.00)
- 2 bookings Brush Set for only \$8.00 (Cons. pays 5.00)
She gets it AT SECOND SHOW
- Number 3 reason they have a show is to help their friend!
- Now add 100.00 per booking from show.....
- "Book on my Bonus Night and get (Filled Color Box \$24.95 or Flawless \$16.95)
- Don't know enough people? I'll help you....

ENVELOPE GAME - Or Spin The Wheel

- Explain the game. You are agreeing to do what's inside.
- Envelopes with cards. 1/2 say Win A free Gift; 1/2 say Win a Free Gift and a Girl's night (show) with me!
- You're all agreeing to do what it says.
- If you don't want to have a girls night - just say pass

Ladies, if you passed and at the end of the show you are regretting not playing – no worries! You can still get your free product and have a girls night.

If you already know you want to do a fun girls night, don't even bother playing – just pass it back and say save me a date!

RECRUITING TALK

- 30 Second Personal Story
- What would YOU do with \$500.00 a month extra.
- Develop Confidence, Self Esteem. Friends....skills
- Overcome 2 basic Objections. No time and "I could never do this."

- Nothing to lose! Earn Kit Free!
- Give it a try!
- TALK MONEY!!!

CLOSE

- Introduction to Private Consultations
- Start with Previous Hostess who has coupon
- Value Package Slicks Main decision - Skin care
- Payment by Visa/Mastercard/Debit-Visa
- BOOKING SEED - You won't have to put together the orders!
- What we'll do in the consultation is.....
- Thank everyone

INTRODUCTION TO CONSULTATIONS

- **Explanation**
- **You're not pushy**
- **Don't be an order taker**
- **First....thank her, compliment her**
- Name, address, email, phone #
- RECRUIT - "Would you like more information on becoming a Consultant?"
- BOOKING
- Be prepared to still ask EVERYONE during the consultations if if they didn't play the envelope game and especially if they did but their envelope said 'win a free gift'
- Did you want to start with Skin Care and Make up Or just Skin Care tonight?
- Use DIAMOND METHOD for overcoming objections! "Is that the only thing holding you back."
- Go back to recruiting and booking where applicable.

- Show plan if she booked! (Check out our 20 minute show planning video online)

CONSULTATIONS

- Follow the order of your Consultation Video on training site.
- Offer the Opportunity, booking, product. Don't PREJUDGE
- Offer Super Sales she has qualified for.