

# SHOW OUTLINE

Aloette of Oakville

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

## MAKE UP

- Primer (Flawless)
- 4in1-MineralMakeUp-NoTalc
- 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 \$13. with 2 bookings from the show

## SPA BODY CARE

- Lotion and Body Wash
- Get the Wash & Lotion for only \$13.00 with 8 guests at your show (or 2 bookings)

## 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 using your shopping spree for \$20.00at your show!

## WHY ALOETTE? ENZYME PEEL DEMO

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

## **DEMO ENZYME PEEL**

- Over 50% Aloe Vera and Fruit Enzymes
- Spread over dry skin on hand - Use 2 - 3 times a week.

## **SKIN CARE CHART**

1. PENETRATES 21 skin cell layers! Goes where needed.
  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 to form a habit. Love results
- I'll be giving you a routine by email you can follow.
- Less than 2 minutes! Like Brushing your teeth. Take care
- of yourself!
- 70 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 of your favorites
- 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
- Be Smooth, Mention can be used as a booking bonus on your bonus day or for 8 guests in attendance
- As you get more products you can mention favorites.

## **LET'S PRETEND - BOOKING TALK**

- Let's Pretend
- Avg. show; 150.00 in products of your choice
- 8 guests gift - Orange Spa set or Be Smooth for only \$13.00!
- 2 bookings Brush Set for only \$13.00 - She gets it AT SECOND SHOW
- Now add 100.00 per booking from show.....Friends book for friends.
- "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!

## **CONSULTATIONS**

- Follow the order of your Consultation given in your Guide/Manual
- Offer the Opportunity, booking, product. Don't PREJUDGE
- Offer Super Sales she has qualified for.