

SETUP:

SPA SCRIPT

As everyone is entering, greet them warmly and explain that they will be doing their foot treatments first and then hands.

FEET:

Have the foot station set up with a small basket full of gallon bags, Spa socks, and foot crèmes. Have two hand towels placed on the floor in front of two chairs so that you can do two ladies at a time. Invite two ladies to sit and have their feet done. Hand them the Save your Sole heal salve and say, "This is from our pedicure line and is used to heal cracked heels and soften calluses." Allow them to sample two different foot crèmes, one on each foot. I use herbal serenity and frozen margarita. Say, "This is herbal serenity foot crème, made with jasmine, and peppermint, it is our most popular spa line. And this is my favorite Frozen Margarita. Rub those in and we will bag your feet. We are going to allow you to marinade while you are here tonight." Once the foot crèmes are rubbed in, place a bag over each foot and a sock over the bag. Then direct them to the sink to wash their do hands and face.

HANDS:

Either set up hands in bathroom or at the kitchen sink. Have Show of Hands and Extreme Repair Hand crème ready. Have two hand towels draped at the sink so that you can treat two women at a time. Give each guest and small dollop of Instant Manicure (that has been well mixed) and say, "This is Instant manicure, our most popular hand treatment. It's made of dead sea salt, and natural oils like orange oil, tea tree oil, and avocado oil. Rub the front and back of your hands for about one minute." Prepare the water for your guests, making sure it is the right temp. Once they have rinsed, instruct to pad dry hands with a towel, and use extreme repair hand crème.

You may chose to use the Extreme Repair AFTER the facials because it can be too much on the hands when they are about to touch their face. Place a dollop on their hand and say, "This is extreme repair hand crème, it's an unscented hand crème that contains Alpha Hydroxy Acid, and anti-aging product, that helps dry, cracked, damaged hands. This product is also great for men."

****TIP!!!** Use the sink time to get to know each guest, trying hard to remember each persons name and connecting with them on some level. This is very important to booking spas. If they like you, they will be more willing to invite you to their home... and don't forget to SMILE!!!**

SPA FACIALS:

I usually do two ladies at one time.

Say, "Okay ladies we are going to do facials at the sink tonight and I have several things to choose from."

Keep an MRP brochure at the sink with you. Open it and explain BC's approach to total skin wellness, called MRP. Explain the different skincare sets and ask, "Based on the differences between our skincare lines, where do you see yourself?" or ask, "What is your skin like? Dry, oily normal?" Based on their descriptions, diagnose which skincare line to place them in.

Give guests a headband to keep hair out of the way. Use the skincare they would use. I carry 1 cleanser from each line.

THREE OPTIONS AT THE SINK:

1. Busy Womans' facial: Mix small amount of cleanser, warming mask, and scrub in guest's hand to be applied all at once. I usually do this for late comers or if they are eager to try new things.

2. This option is what I usually do for younger ladies.

Have guests cleanse first. Have guests paint one another's face with the Detox Facial mask. Have mask set up at the bar or table, with paint brushes and mirrors. Explain that Detox mask is made to remove toxins, and metals from the skin while re-mineralizing the skin. It dries flexible, so guests should be able to eat, drink, and talk while wearing the mask. Instruct guests to come back when they are ready to remove the mask. After rinsing with hot towel, use tonic and moisturizer.

3. Instant Face Lift: I usually pick the more mature ladies to MODEL the face lift. Sometimes up to five guests per spa. I ask, "Would you like to try the instant face lift and be one of my models tonight?" Cleanse with appropriate cleanser, then give your guest one half of a Chemical Peel pad. Instruct guest to use the peel on one-half of the face and explain peel while they rub. Say, "This is made with glycolic acid and is meant to loosen dead skin so that it can be easily removed with our next step- microderm abrasion. It's like a wallpaper remover... a solvent that dissolves the build-up of old skin cells. After they have rubbed in the peel, instruct your guest to go eat, drink, and be merry, then come back to you in 10 minutes for the second step.

** This is a very social spa set-up. Your guests are rotating through the feet, hands, and face stations, and getting a chance to talk and socialize at the same time.

Once your IFL (Instant-Face-Lift) guests return to you, use a small dallop of microderm abrasion crème on the same side as the chemical peel. Allow guest to use brush in circular motions for about 3 minutes. (Carry two brushes to do two guests at one time) While they are working on this, use the time to explain what is being done. Say, "Chemical peel and microderm are to be used just once a week. Once you have loosened the skin cells with the peel, you use the microderm to scrape off the old skin. Microderm is made with aluminum oxide crystals, it's the deepest form of exfoliation you can get. It helps with fine lines and wrinkles, acne spots, sun spots, black heads, and large pores." Use washcloth to rinse. Use tonic from the 20's line. Use TFF on just that one side, explaining what TFF does. Use TFF eye and explain it as well. Say, "TFF is a filler or plumper. It has very small spheres that sink into the skin and absorb moisture, causing the spheres to expand like sponges, pushing out wrinkles and tightening as well. TFF is used every morning under your makeup." Allow guest to use moisturizer on the untreated side so that it's not dry.

****Sometimes you can see a HUGE difference immediately! Carry a large mirror with you so that guests can study the difference on their face. If they can't see it, ask another guest to guess which side was done. 90% of the time other guests can see a major difference on our models. The results are amazing!****

Once hands, feet, and face are complete... everyone has gone through the process. Invite everyone into the living room for spa treatments and relaxation.

While everyone is making their way to the living room. Make sure you have all that you need. Remove eye pads from fridge. Bring one hand towel with you into the living room. Heat the neckwrap for your hostess and bring it into the living room as well. Restart your music if necessary.

Once everyone is seated you can begin...

INTRODUCTIONS:

Introduce yourself, "Hi, my name is _____ and I am a consultant with BeautiControl. We are a company that brings the sp to you... How many of you love going to the spa?" Allow them to answer. "Why wouldn't you go to the spa everyday if you love it so much?" Normal answers... time and money. Say, "That's right, time and money keep us from treating ourselves. And children, and husbands, and responsibilities. If you're anything like me, you have so much going on and so many things to accomplish, that you come LAST! This is a normal tendency for women. I am going to show you tonight how easy it can be to take care of yourself, using high quality spa treatments in the comfort of your home... because it is important for you to take care of yourself. I hope you will consider this your me-time tonight and really allow yourself to relax and indulge."

"I want to thank my hostess _____ because without my hostesses I could not stay in business doing these spa nights. So I have your first gift

_____.” I bring out the new heated neckwrap and say, “When you are a hostess with me you will receive BeautiControl’s herbal neckwrap as a thank you gift.” Have each person put the neckwrap on for ten seconds and share why they love their hostess. This activity is a great booking tool. Hostesses love to hear what her friends think of her. Say, “When you have your spa night... you will get this fabulous neckwrap!”

****Recruiting Seed****

“Now before we put on our first treatment, if you are here tonight and you have considered getting a part time job to make extra money for whatever reason, I would encourage you to watch what I do tonight and see how easy it is to do a spa night, because I am hiring.”

SPA TREATMENTS:

“The first thing we are going to do tonight is a lip mask. Place this all over your lips, including the exterior, so that you look like a clown. Leave it thick and white, not rubbing it in too much.” Give each person a small dollop of lip Apeel. Go right back around with a hand towel for them to wipe off the excess from their hands.

“The next treatment we will use is our Nourishing Eye Pads. These are soaked in cucumber and aloe, and are meant to reduce puffiness, dark circles, and tired eyes. I want you to place one over each eye, lie back and get really comfy in your seat.”

TIP- Cut your eye pads in half and stagger them for easy access before the spa party.

Make sure music is at right level to begin relaxation.

RELAXATION:

“Say okay ladies we are going to go through some relaxation exercises together and the first thing I want you to do is get really comfy. As we begin, we are going to take some slow deep breathes together... On the count of three I want you to inhale through your nose, completely expanding your chest, bring all the air into your lungs that you can, and exhale through your mouth. Okay 1, 2, 3... breath.”

****TIP**** Go through this segment with your guests. Sit on the floor and close your eyes. You focus on the same areas and breathing. Allow your voice to soften and speak slowly with longer pauses in between instructions.

Say, “Don’t think about the things you need to do or accomplish. Don’t make a mental TO-DO list. Use this time to relax and have some me-time.”

Once they have done some deep breaths you can walk them through the muscle groups, read a relaxing script, a poem, scripture, whatever suits this group. Allow them time to enjoy the music and the quiet.

Once the relaxation has ended, usually at the end of a great song... instruct guests to take off their eye pads and use the eye pads to scrub off their lip mask. Ask, "How do you feel? Are you relaxed now?" Take up the eye pads and dispose.

FACIALS IN THE LIVING ROOM (optional change)

If you have a large group or a repeat group, and you want to change things up a bit, you can do facials after the relaxation segment instead of at the sink. Here is what you do.

Say, "Okay ladies, now that you are relaxed we are going to do a quick facial and this is everyone's favorite part. We will do it quickly and I will go back to describe what we did."

Hand everyone a headband. Go around one by one and give each guest a dollop of gold cleansing foam on a dry face. They will not rinse the foam off, because you are going to give them the next product immediately. Have the hydrating mist in one hand and the green tea warming mask in the other. Go back around and give each guest 4 squirts of the mist, and a dollop of warming mask in the hand. Don't spray them too close, hold the bottle far enough from the face that it feels like a pleasant mist, not a hose. Instruct guests to take the mask straight to the face. Then go right back around with the hot steaming peppermint washcloths and place one over each guests face. Instruct guests to either relax with cloth over the face or use the cloth to remove mask immediately.

Proceed to explain what was done and each product used. This is your lead-in to a more in-depth explanation of MRP.

REPAIR:

You want to use an illustration to impress upon guests how the skin works and why anti-aging is important. Say, "I just want to take moment and summarize what we did tonight in the kitchen. Ladies, we all know as you age things slow down. The same is true for your skin. As you age your skin cells turn over at a reduced rate, creating a traffic jam of corn flakes or dead skin. This build up of dead skin and slow down of new skin cells being produced just accentuates the wrinkles. You can break up this traffic and jam and speed up the rate on new cell production by using anti-aging products... the result will be smoother, softer, less wrinkled skin. Anti-aging products come in two categories, chemical exfoliators work by loosening skin cells and physical exfoliators scrape off those dead skin cells.

Basically all anti-aging products are exfoliators, removing old layers of skin, revealing new layers of skin, and helping the skin to produce new skin cells faster. Using the two types of anti-aging products together will give you dramatic results. Take a look at our IFL models tonight. They used our most popular set and you

can see a huge difference on one side of their face. They used both chemical peel and microderm abrasion, which exfoliates, tightens, and removes dead skin. And they used TFF.” Summarize again how TFF works and when it should be used.

Use your cornflakes, raisons, and grapes picture from the flip cards to explain MRP. Impress upon guests that, “anti-aging products are great but the most important place to start is with maintenance products, your every-day cleanser, tonic, scrub, and moisturizer. Our maintenance sets are guaranteed and they will love them! Your skin is your largest organ and you need to take proper care of it, especially on the face. When you use a quality set your skin will stay youthful looking for longer, makeup will apply smoother, and stay on longer. You can tell the difference.”

Briefly talk about prevention and the importance of ensuring the skin is not damaged again. Our Cell-Block-C line was listed as #1 choice in Paula Begoun’s yearly review for 2008. This vitamin-C enriched line protects your skin from the sun and other damaging effects of the environment.

Give each guest a small amount of Lip balm reminding them about Lip Apeel and the two parts of this product.

Instruct guests to remove socks and bags, feeling their soft feet. Say, “I will take the bags and you can place the socks back on, the socks get to go home with you tonight as a gift for coming.”

Allow guests to try your favorite lotions, passing them around the room.

As they get finished you are ready to close.

CLOSING THE SPA:

Ask, “Ladies, did you have a great time tonight? Let’s thank our hostess for inviting you!” You too can recreate tonight by hosting your own Spa Night. Our hostess will receive \$75 in free products when tonight’s sales reach \$500 and two of you book your own spa night, so think of the ladies in your life who would enjoy this experience. When you host a spa you will receive what _____ will earn tonight (review hostess benefits and stack your hostess on our team website). She received her neckwrap, she will pick any skincare set for 40% OFF, and she will get the microderm abrasion for only \$30, which is half off, and she will get to pick \$75 for FREE when spa sales reach \$500 and 2 spas are booked tonight (placing each item into the hostesses lap).

Show hot dates or additional booking offers if you are doing that.

Show lap boards and briefly go over sets you offer.

THE OPPORTUNITY:

You may want to carry a basket illustrating the I-Deserve-it-all set (everything that comes in our KIT) and say, "This is our I-deserve-it-all set. If you want it all you can have it all by purchasing this set. This set comes with \$360 in products for only \$125, including your choice of skincare, microderm, makeup etc.... This is our consultant KIT and you can become a member of our company in a few ways (share your story with the opportunity).

For Example:

When I joined BC, we had no money, and I could not afford great products, so I joined and was able to get my products at a discount. I had a few clients, which enabled me to get my products for FREE! Then, I got pregnant with my third child and we had to switch insurances. I had to pay a \$900 a month health insurance bill. Because I had this set, I was able to start doing just one spa a week and profit \$800 a month in extra income, which paid that bill. Maybe you need to pay off debt, pay for schooling, braces, trips... this is a great way to make an additional \$800 a month, doing just one spa per week. Spa is huge! Women love to be pampered and we have a very unique experience and opportunity. This could be the thing you have been looking and praying for, I know it was for me. Of maybe you are looking for a career change? Do just 2 spa parties a week to earn \$2000 a month in extra income added to your families budget. Spa parties are a simple way to bring in full time income. BeautiControl can be a vehicle for you to get where you want to go. Whatever your reason...I invite you to join me!"

Share your goody bag, the reasons why you love BC and the reasons you joined.

Ticket Game: This is a great opportunity to play a game. Get a big role of raffle tickets from Wal-Mart and carry them to your spas. Say, "Ladies, we are going to play a quick game and the winner will get this _____ (a mini, an over-stock item etc...) This is how we will play. You can ask me anything about what I do. You can ask me how much I make, you can ask me about the mustang, anything. Every question you ask will earn you a ticket. After about two minutes I will have our hostess draw for a winner."

TIP- Turn every question around and make it about the guest, not YOU! For example, when a guest asks how much you make say, "You would make \$800 profit for 4 spas in a month, and \$2000 a month for 8 spas in a month. This is average."

Nod your head and explain our company with confidence. Notice who is curious about what you do... they are your recruits! After the questions have gone for a few minutes say, "for two tickets... who is going to host a spa night and help our hostess get her free products?" Sometimes there is a little silence and you have to prod a little. Don't be intimidated by this. No one likes to be the first one to raise their hand, but once one does, then several others will as well. It's not that

they don't want to have a spa, they just don't want to be first. Sometimes everyone raises there hand immediately... every spa is different.

Explain lap board, "Our hostess benefits are on the front clear side of the board, the set sheet is on the other side, and if you want the i-deserve-it-all set fill out this. (hold up consultant agreement) I will be here to answer your questions and make sure your needs are met. Thanks again for allowing me to share with you tonight!"

Close out guests individually asking, "Would you like to book a spa to help the hostess? What was your favorite product? What are you most interested in? What was the most interesting part of tonight for you?" Take orders and fill out agreements.

Hostess should go last after all orders have been collected.