

Waterless Pedicure Party

Supplies needed:

Have your hostess set up in a semi-circle with out tables.

- 1 bath towel for each guest (you can have the hostess furnish or have each guest bring their own)
- 3 wash cloths for each guest. Wet each towel, roll in a tube and microwave 2 minutes or put in a crock pot on warm or low or keep warm in an insulated bag.
- Products needed:
 - Extra Emollient night cream
 - sugar scrub, body wash and body lotion (can choose one fragrance from the body care collection or can have all for them to choose from)
 - Ultimate miracle set (to demo on hands)
 - Satin lips
 - Satin hands
- Customer profiles, sales tickets, pens, look books and closing sheets

Agenda:

Have each guest fill out their profile card when they arrive. You can have them sample the fragrances and have them pick one if you have extra time while waiting on others to arrive. Be sure that the washcloths are in the crock pot warming at this point.

Welcome guests. Explain agenda: “first we will experience the #1 best selling brand of skin care on your hand so you can see the importance of good skin care for your face, then we will do a lip and hand treatment. Next we will begin the pedicure spa treatment on your feet and while we are enjoying the warm cloths on your feet I will share a few facts about our business opportunity and play a fun game for a prize! Sound fun?? Are you excited?? Let’s get started!”

Begin by having them put a dot of TW cleanser (normal to dry formula) on one hand, have them rub it around and then wash off with a washcloth (having them keep the washcloth because they will need it again). Explain the benefits

Of the TW cleanser and then share about the Day and Night Solution. Have them put the D & N on the same hand that they had the cleanser on. Then have them put the TW moisturizer on that same hand (normal to dry formula) and explain the Miracle set and the benefits of using it as a set. While their hand is drying, have them use the Microdermabrasion on one elbow and explain the benefits of it and when they would use it. Then you can share about the firming eye cream and explain the Ultimate Miracle set and the benefits of using it as a set. Then, go back to their hand and you will have them put foundation (medium coverage) on both hands, if they are ivory-beige skin tone, use a bronze foundation and if they are bronze skin tone use an ivory foundation. As they put the foundation on both hands they will begin to see the difference from using skin care vs. not using it and you can go thru the benefits of the Miracle set and Ultimate miracle set again. Next, you will pamper them with the satin set. Use the satin hands first and that will take off the foundation and get their hands clean, then you can do the satin lips set and you can promote the satin set to go with the Miracle set or Ultimate Miracle set. As they are getting settled in their chairs they can put a towel down in front on them and put their feet on it. If they have not already removed shoes and rolled up pant legs, now would be the time to do that.

They will begin the pedicures by putting a small dot of Extra Emollient Night Cream AND the sugar scrub in their hand and mix together. Then they will rub the EENC and the sugar scrub mix on both feet. You will go around and put warm washcloths around both feet and then wrap feet (and wash clothes) with the towel that their feet are on.

While they are “soaking” you can tell a short I-story and play the purse game using MRS. CAB sheet. Following the game, give a prize to the person who has the most tickets and have each of them fill out the “Did you know” sheet. You can also draw for a winner for a prize from the “Did you know sheets” .

Next, have them wipe their feet clean with the washcloths that are around their feet and dry with the towel. Then they can finish their feet with the body lotion.

Show the “sets” sheet and do individual consultations with each of them.

- Take order
- Book follow-up appt.
- Share recruiting info or schedule time to get with them