

## New Consultant Training Skin Care Class Procedure

### I. Before the party begins:

- Don't park in the driveway
- Compliment the hostess on something when you walk in
- Arrive early and prepared...not with your hair on fire
- Refuse Food...just water...at least till party over
- Image...as soon as someone arrives you must be identifiable as the MK Consultant based on your appearance
- Attitude...as soon as you arrive YOU HAVE NO PROBLEMS!!!! Negative words and personal problems do not come out of your mouth...you are there to make them feel better.

### II. How to set up:

- Skin Care Profiles
- Beauty Book
- Tool Kit...paper towel, sponge tip, mascara wand, 2 cotton balls, Q-tip
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### III. Objectives in your opening:

- Give them the agenda for the evening
- Sell them on both you and the products
- Make them want to try the products both tonight and also at their second facial

### IV. Recruiting/I-story page

### V. Body of Class

- Tray Set Up
- Move with the fastest person there
- Give enough information but not too much..."At your 2<sup>nd</sup> Facial we will..."

### VI. Close the Skin Care

- Show the 3 sets
- Use the Beauty Book to show the 3 sets and the instructions

### VII. Color

- Move with the fastest person there
- Give instruction for eyes, cheeks, and lips and then let them go.
- 15 minutes is your max to spend on color

#### VIII. Close

- Table Close...Closet
- Individual Close
- Record all on skin care profile
- Schedule follow up appointment...have your datebook there with times available hilited in pink.

#### ASSIGNMENT:

- Book 5 parties
- Write Opening and I-story and turn in to Director
- Watch the DVD