

PARTY/FACIAL CHECKLIST...in person or virtual...You're about to ENRICH lives!

Booking/Coach...

HOP...Help me/goal, Opinion-give, Pamper you/Practice with you

Schedule her first-date/time/place-address/platform (1 is better than none!)

Pre-profile her for skin type, any needs/products like to try, questions; her answer

Excited! Invite guests for more fun, hostess rewards; either way is great with me! Would you like me to put together an invite?

(If party...send her a thank you note; in person you might give her a make up bag gift.)

4 Touches; you send; she sends with you in group; she sends-your info for RSVP

Pre-profile guests; get her help if not responding

(Virtual on FB/create a FB group-interactive/informative posts days before)

Prepare Party...

Virtual/Hybrid-send cute pampering packs early (Skincare sample(s), note, Sets Sheet)

Roll Up Bag w/products to demo, Bowls/Mirrors w/tools, Pictures, Sets Sheet, Pens,

Gifts/Blessing Bags, Samples, Receipts, Money Bag-10/5/5 1's/change, Inventory,

Shopping Bags, Prize, Bag/Tickets for drawing, Hostess Gift, Marketing (Tickets, Candy

Bars, Prize), Look Books, Hostess Packet, Recruiting Info

Prepare/Pray-visualize, affirm

Set Up Party...

Greet hostess--in person arrive early to connect; virtual message get on before party

Then ask her: Who do you know who's coming who would make a great consultant?

Listen and then ask: how about you? Listen to her; Watch what I do today! 😊

Set up Products in order of demoing; Pictures, Sets Sheet

Samples/Cloth/Paper/Pen if virtual

Bowls with cloth/q tip/Mirror available; Mirror set up if doing on face and bowl

(Treats-water, chocolate, mint)

Sets Sheet, pen/profile at each setting by bowl; (Mirror prepared if on face)

Supplies/Closing Area

Seasonal/Product Display, background if virtual

Welcome guests as they arrive

Party/Facial...

Thank you, Hostess affirm/gift, Intros-them, MK, me

4 Opportunities; Use their Sets Sheet to write on

Pamper

Table Close

Individual Consultation/Next Step

After Party/Facial...

Share with MaryBeth...CONGRATULATIONS! THANK YOU for enriching lives!

Next Step (get her products, send invites out, interview, etc...)

Notes, Bank money, Update your Datebook/Dream Box for follow ups, take next steps