

Pedicure Outline- Nita Godwin July 2012

Have guests write down wish list on back of profile card and after each product suggest that they write it down if they like it.

Also, do the Queen game to promote 2nd pampering session and the referral game with tickets and questions as well

*Have guests soak their feet in the tubs with the mint blossom fizzies in the tub water for about 10 minutes. Have guests fill out profile card while soaking feet.

(put a bath towel under the tub to avoid water from getting on the floor)

* Have guests put extra emollient night cream on feet and then the Satin Hands peach scrub on feet. Scrub and then rinse off in the bin. Have guests dry their feet with the bath towel

*Have guests apply foot gel, or mint bliss lotion on their feet and their calves

*Apply the 3 in 1 cleanser on one hand (normal to dry) and have them wipe it off with a wet facial cloth

*Apply Microdermabrasion refiner on one hand and wipe off (explain benefits)

*Apply Replenishing serum

*Apply the Day solution on that hand

*Apply the Moisturizer on that hand

*Have guests feel the difference between both hands

Apply opposite color mineral powder on the hand (ivory for bronze skin tones and bronze for ivory skin tones) with the Miracle set and notice how nice and smooth it goes on.

Apply same color mineral powder on the other hand without the Miracle set and notice how dry the hand looks

This is the benefit of using our skincare along with the foundation!!!!!!

*Have guests demo satin lips & eye firming cream. Talk about the benefit of the oil free make up remover

Hand out closing sheet (attached to this e-mail) and meet with guests individually.

Ask guest for the following:

1) What they want to order

2) 2nd booking

3) If they would be willing to do a three way call with me & and you to share the fun facts of Mary Kay and to help you with your training. Your goal is to ask everyone if they are willing to listen to the opportunity!