

Kitchen Coaching!



Arrive at least **30 minutes early** -
(1 to 1 1/2 hours early for 2nd follow up facial appointment)

1. Give sincere compliment & gratitude to Hostess – find something in her home to compliment
2. Set up your “1-on-1 Office” (away from table) for Individual Consultations – money bag, datebook, hostess & recruiting packets, sales tickets, calculator & product. Explain to the Hostess that at the end of the party you will be holding “one on one” consultations. The reason?
 - * Some people don't want to discuss their skin care issues in front of others.
 - * Some guests may have a tight purse at the moment and I have payment plans that may help them receive the products that they are interesting in purchasing.
 - * My mission today is to help you earn ALL of your Hostess Credit. When I speak with them individually I can work with your guests to find the sales and bookings needed so you can win your \$100 in FREE MK.

At the end of the party I am going to ask "who needs to leave early today?" I will take her first for her "one on one" consultation. You keep the rest of your guests at the table with refreshments so she can have her private "one on one". After she returns you send the next lady to me . . . any questions?
3. Ask the hostess “who’s coming today who would be good doing what I do?” (just listen), “What about you?” Have courage to ask, just listen, don’t respond or try to overcome any concerns, just respond with, “Well, just watch me today and see if you think you would ever want to learn to do what I do, I think you’d be great!”
4. If this is the 2nd appointment for your Hostess - complete her customized makeover
5. Show the hostess how to demo Satin Hands on each guest as they arrive.
6. Set up the table and put a Profile card and goody bag at each table setting.
7. As guests arrive, greet each one with a double handshake (firm grip shows confidence, 2nd hand on top of hers shows gentleness, lower your body a bit in honor) & use her NAME as you say, “_____, so nice to meet you.”
8. After guests experience Satin Hands (this instant-results product usually get them excited to try more) have them fill out the profile card while you fill their trays and match foundation shades.