

Ultimate Spa Getaway Parties

Please read through the outline below as to how to have the most amazing "ultimate spa getaway" parties. You'll be using the flyer on the last page of this document.

I. Check your inventory...the following items are necessary for having a successful class.

- a. TimeWise skin care
- b. day and night solution
- c. micro-dermabrasion
- d. eye firming eye cream
- e. cellushape
- f. targeted action line reducer
- g. NEW SPA LINE!
- h. satin hands
- i. Ooooh Sooo Soft Hostess Robe
- j. Hostess Brochure with Robe
- k. Travel Roll Up Bags
- l. Color Insider set

II. Items you will need to have on hand

- a. 4-6 fluffy white bath towels
- b. 10-12 fluffy white bath cloths (high quality)
- c. 4-6 rubbermaid dish pans
- d. access to a DVD player
- e. hair bands
- f. candles
- g. soft music

III. Here is the greatest booking dialogue...sure to get you amazing results!

"Sally, this is Nancy with MK do you have just a minute? I am calling to share something so exciting with you!! What would you say if I told you that you and three to five of friends could spend 2 hours at a spa???? Well you can...MK has just debuted our brand new spa line...and I am calling to see if you would be willing to invite three to five of your friends for an 'Ultimate Spa Getaway' party...right in the comfort of your living room or mine? I am currently booking these for the middle two weeks in July... I have _____, or _____ open right now, but my time slots are filling up fast....which spot would you like to reserve for you and your friends? Sally, it is soooo easy and requires very little work on your part... you simply invite 3-5 friends and serve VERY LIGHT SPA LIKE REFRESHMENTS...I do alllllllll the rest...for doing this I will be awarding you with (One of the current hostess gifs), as my gift to you for having five of your friends in attendance... in addition I will be giving you up to \$100 in free MK products for hostessing the spa getaway with your friends!! Are you excited? Great!!! Now, Sally I will be sending you a little packet of info for you to prepare for your getaway...I will also be phoning you a couple of days prior to your party to get the names and numbers of your guests. Please tell them to come in very

comfortable casual clothing...preferably in flip flops or sandals and have them be prepared for two hours of total relaxation!!! Do you have any questions?"

IV. Mail her a "party pack" in a cello mailer (can purchase from www.mygirlfriendshouse.com)

- a. 3 Look Books
- b. Sales Tickets
- c. Current Hostess Brochure
- d. Letter

V. Party Agenda

- a. Set the mood with scented candles lit, and soft music on.
- b. Set up table for a skin care class...have the following items on hand to demo:
 1. Satin Hands
 2. TW skin care (both formulas)
 3. Microdermabrasion
 4. Day and Night Solution
 5. Eye firming eye cream
 6. Targeted Action Eye Reducer
 7. Optional Intense Moisturizing Cream/Oil Free Hydrating Gel
 8. Cellu-shape
 9. Both scents full spa collections
- c. Order of application
 1. As the guests arrive immediately introduce them to Satin Hands
 2. Seat them with a glass of something to drink on a pretty napkin at their assigned seat.
 3. When all the guests have arrived and are seated...you will basically do a skin care class with absolutely no color or foundations!!!
 - a. Oil Free Eye Makeup remover
 - b. TW cleanser
 - c. Micro-d on 1/2 of their face
 - d. Day solution on 1/2 micro-d
 - e. Night solution on the other side
 - f. TW moisturizer
 - g. Eye firming eye cream
 - h. Targeted Action Line reducer
 - i. (optional satin lips)
 - j. Cellu-shape one product on each arm of the system
 - k. Take the guests to the room with DVD...have rubber maid dishpan (square is best!) and fluffy white towels at each chair. Have them select their fragrance of spa collection...and fill their dishpan with HOT WATER, and squirt the Loofah Scrub on their feet. Have them scrub their feet and then soak them in the hot water, while they eat refreshments and watch the MAKEOVER PORTION OF

THE COLOR INSIDER DVD!!!!!! When it is over, have them take their feet out of the water, dry and then have them apply the Nourishing body lotion and spritz their feet!!!

VI. Closing; Do not have them move... have them stay seated where they are comfortable. The attached flyer (on next page) is how you should have your four pocket Travel Roll Up bag filled. You simply then cover each set... price and how it looks. Tell them that we have several payment options...mc/visa/discover/amex, cash, check or free... if they would like to schedule their own Ultimate Getaway with friends they will be able to earn the current hostess gift. Have the hostess show hers...and up to \$100 in free MK!!!!!!

*****Ideally it would be incredible to have a travel roll up filled for each guest...hand them out and then walk through the bag with her...when you do your individual close have her pull out the items that she doesn't think she will use...THEY AREN'T GOING TO GIVE BACK ANYTHING...MORE THAN LIKELY THEY WILL BE HANDING YOU THEIR CREDIT CARD!!!!

Flyer on next page!



Ultimate Spa Getaway

The Mini Spa



You'll love the results you see from using this wonderful pampering set - fewer lines & wrinkles, improved firmness, and more even skin tone.

**Retail Value \$90
Special Price \$79**

Slimming Body Treatment



The Cellu-Shape Contouring System and the full Spa Collection in Red Tea & Fig!

**Retail Price \$105
Special Price \$99**

The Full Spa



Wow! The Mini Spa plus the Microdermabrasion, Firming Eye Cream, Satin Hands & the Travel Roll-up Bag!!
Retail Value \$250 Special Price \$199

All Day at the Spa



Add the Targeted-Action Line Reducer and your choice of scent (Red Tea & Fig or Bamboo & Lotus) in a full Spa Collection (Loofah Cleanser, Nourishing Body Lotion & Deo Body Spritzer) and you have All Day at the Spa!
Retail Value \$340 Special Price \$299