

H2O Velocity Class

(Head 2 Toe Velocity!!)

(Youth Only – Card at the door, must be under 21 to attend ~ Smile)

Dress Attire: Dress more youthful and Hip with Mary Kay pin or Beauty Coat with name badge.

Supplies: Date book, Sales ticket, Beauty Books, Profiles and Pens, Class sheets (if you use them for class close), mirrors, inserts, washcloths, 2 watering cans, towels (if you are bringing) Velocity clean body foam and body moisture gel, parfum, footbaths, Satin Hands set, Go Kit and “It’s in the Bag Collection”.

Arrive Early: Set up for Class. Coach Hostess through expectations. Do 4 point recruiting plan!

Set up: Put towels on floor with the footbaths for # of guests expected. (Usually pre-coach the hostess to have towels there for me to use). Prepare the watering cans with HOT water (it will cool off some by the time you use them) have Velocity foam in water. As guest arrive give them a misted aroma clothe. (Aromatherapy cloth: Soak in hot water and spray with Velocity Parfum) Mist air with Velocity so they smell softly as they enter the room.

Class Agenda

Welcome/Introductions/State Purpose and Agenda (in Brief)

Sell them on the sizzle of this class before you ever begin.

Commit to them 200 % and all you ask is their honest opinion, and the opportunity to service them again... if you do a good job... and yes, if they absolutely must... they can leave with their products tonight. (Or you’ll see to it they get them in _____ days)

Give thanks to Hostess with gift. Share how she is going to earn _____ today for “hopefully” FREE!

Explain your hostess plan so that others no how they can help her, and SEE WHAT TO EXPECT when they book their classes.

Share brief “I” Story with Company facts

Begin Velocity Basic Skincare

Have them cleanse face with Velocity Cleanser. They may leave their eye area alone so not to have to redo makeup. (I usually have the hostess lead them to the restroom to cleanse and when return I am ready for their feet.)

AS they return: Have them apply Velocity moisturizer to their face.

Begin Footbath

Use Satin Hands/ “SILKY FEET” system (may insert Velocity scent in place of no scent Satin Hands Shower Gel and Hand Cream.)

*Encourage them to get their hands involved too! *Sell them on each step *Encourage input on how it feels

While they are soaking

? Ask them how many are using a FULL Skin care regiment daily.

Walk through regular line from your “It’s in the Bag Collection.”

Continue with the next step of Satin Hands/ “Silky Feet”

While rinsing share how they can help their Hostess:

- #1 way Book one of following classes (Sell the sizzle)
- #2 way Buy some products today!

Group Close: State prices and recap of sets, and include “It’s in the Bag Collection.”

Tell them what to expect in individual consultation:

- 1) What did you like most about today? (Listen carefully)
- 2) What Class sounded most fun to you? (Book her)
- 3) Class vote. (This is where you will ask, “Who here do you think would be good at doing what I do, and why?” The one who wins the vote gets a great gift from me!)
- 4) What would you like to take home or order today? (Service her and have her PAY in full today!)

Now, ask who is in a hurry, tell her you will meet with her first and begin **INDIVIDUAL CLOSE** (At Individual close ask question 1-4.) Dismiss others to visit and have refreshments.