

- Referral Game
 - Keep it chill, if you make a big deal out of it, that will make them nervous
 - Tell them exactly what you're going to do or say
 - Explain Tickets
 - Ready Set Go with music
 - Satin lips balm
 - Rebook w/ coupons
- Give an update on what to expect next & timeframes
- Products
 - Primer
 - Talk out of makeup by letting them know their face is ready for bed
 - Or cc cream & mascara if they insist
 - Satin Hands
 - Cleanup
 - Book career chats with 40/60 promo cards
- Roll-up Bag
 - Don't need to go over products, as you just spent the last hour doing that. Just explain the deals on the right and the payment plan options
 - Have them circle anything they'd use if it all appeared in bathroom
 - Encourage them to pick their favorite of the two skin care lines
 - Then encourage to circle the rest of the sheet
 - Talk about individual consultations
- Individual Consultation
 - If you have 6 or less people, do 1-on-1 in a different room
 - If you have 7+, you may need to group them or just pick your favorite 3, as others will start leaving if you take too long
 - Questions
 - Did you have fun today?
 - How does your face feel?
 - Do you have any questions or skin care concerns we didn't go over today?
 - Can I see your wishlist?
 - OMG you'd totally be a (queen of anything)!
 - Would you like to go ahead and get started with those today? I've got them all here with me
 - Take order
 - Text a copy of the order of application (printouts are great too)
 - Give rewards post card and fill it in
 - Rebook for 2nd appt
 - Book chat