

Debut Skin Care Class

Setting Up:

- Sink: Satin Hands Set & Satin Lips, Wash Cloths, Paper Towels
- Guests Place setting: Profile Card, Pen, Beauty Book, Head band, 2 cotton balls, sponge tip applicator, mascara wand, mirrored tray with insert, cup cake paper & brush if using mineral powder foundation
- Table Display: Glamour Kit, Miracle Set, Firming Eye Cream, Foundation Primer, Travel Roll Up Bag, Cream Eye Color, Mascara, Lip Gloss, Oil Free Eye Make Up Remover
- Gift (Travel Size Hand Cream), Pondering Pink Survey Sheets, You Are Gorgeous Close Sheets/Parties on the Back (you can put these on card stock in sheet protectors)
- Office area: (Away from table) Date book (with open appointment times highlighted) sales slips, Calculator, Hostess Packets, Pen
- 10 minutes before arrival time: Fill trays with Day Solution, Night Solution, Firming Eye Cream & Foundation Primer
- Refreshments: If possible have someone else serve AFTER the presentation. Make it simple – Cookies and Iced tea. It's important for you to be in the office area to learn to close.

Agenda:

- As guests arrive treat them to Satin Hands and Satin lips. First apply the lip mask, then the Satin Hand Softener, Satin Smoothie Hand Cleanser – Wash off, dry hands and use damp paper towel to wipe off lips. Apply lip balm and hand cream.
- Guests sit down and fill out the profile card.
- Finish filling trays with the appropriate skin type (Normal/Dry or Combo/Oily)
- Stripe/Match foundation shade and add to tray – Mark the back of the profile card with the color
- Skin Care Class (Follow along and take notes) Help with Wash Cloths
- Serve Refreshments
- Personal Close: You will observe how to close the sale, how to fill out a sales slip, booking the second appointment, booking a Pearls of Sharing conversation
- Fill the orders after everyone is finished unless someone has to leave early.
- Use the “After the Sale” sheet found on the website www.cindyssuperstars.weebly.com under Training, Skin Care Presentation to help you with the paper work.