

Satin & Scents Winter Spa Party

This is a Spa party without the mess and expense of tubs of water and towels. All you need is your facial towels and a sink.

Suggest to your Hostess hot chocolate and cookies for refreshments!

You will need:

A coffee cup full of coffee beans or ground coffee (to sniff between scents)

Satin Lips Set

Satin Hands Set

Loofah Body Cleansers

Nourishing Body Lotions

Products to have to sniff and display:

Deo Body Spritzers

Limited-Edition Satin Lips® Gift Set

Satin Hands Set

A Roll-up Bag with Satin Set, Spa Body Set and two other sets (as pictured on placemat)

Limited-Edition Body Care Collection Gift Set

Limited-Edition I ♥ Extra Emollient Night Cream Set

(If you don't have the limited edition sets, display the Regular Line Satin Lips Set and the Shower Gels (If you have room, set up the entire Body Care Collection line in both scents))

Put a Spa Collection Roll-up Placemat and a \$100 FREE...Party With Me Placemat back-to-back in plastic sheet protector.

Set-up your display, and have the products you will use and the coffee cup displayed in front of you on the table. Put the Roll-up Bag you made on the table if there is room, or put it with your display.

At each place have the double Placemat with the \$100 FREE side up, with one damp facial cloth and one dry one. No mirror-you're not doing faces!

When they first arrive, do the Satin Lip Mask and Balm. Have them remove the Mask with the damp towel and keep it; they'll use it again. Romance the set--you will never have chapped lips again!

Tell them they will be trying products that will keep their bodies, hands, lips and feet smooth and satiny soft. At their next appointment they will be trying the TimeWise Anti-aging products for their face. Tonight is all about their bodies! While you are talking pass around the Body Care Collection Lotions for them to sniff, with the coffee cup. Tell them to sniff one, then the coffee to clear the scent, then the other, and have them choose which scent they want to use tonight.

While the Lotions are going around, tell them the benefits of the Loofah Body Cleansers--they combine the two steps of cleansing and exfoliating. It's like polishing the skin to reveal smooth, fresh skin below the surface.

Give each of them a little of the Loofah Body Cleanser they have chosen and have them apply it to their lower arm, then take it off with the damp facial towel and dry it with the dry towel. As you are doing this, tell them if they prefer a Cleanser without the exfoliant, we also have the Shower Gel: cleanses the skin and leaves a light scent, perfect for layering fragrances.

Give then each a little of the Nourishing Body Lotion that matches the Cleanser they used, and have them put it where they cleansed. (lightweight, moisturizing lotions are enriched with antioxidants, such as Vitamin E, that help protect against free radical damage and help strengthen skin's natural defenses).

Hold up the Deo Body Spritzers. {Deo is pronounced day-o}. Talk about them. (they offer an innovative neutralizing complex that traps odors, so they can be used whenever you want to feel refreshed. Contain a light fragrance that can be applied liberally any time, day or night, also contains botanical extracts that are rich in antioxidants to help guard against free radical damage).

Now the Lotion has soaked in, have them sniff their arm and rub it against their face. Ohhh, smooth and smells so good!!

Now do the Satin Hands (they will get up to use the sink) Romance the Set. Once they are all sitting down and enjoying their soft hands, tell them that the Extra Emollient Night Cream is perfect for dry patches. Have them rub a little on one elbow. Great for rough dry heels too! Show the Limited Edition Set if you have it.

Play Referral Game--Here is the script!

"Okay, it's time for a prize! We're going to play a little game. I want you to think about 5 of your most under pampered friends. They're going to get a free facial and make-over plus a \$10 gift certificate in your name and it's not even going to cost you a penny. Now, here are a few ground rules. First of all, it's not cheating if you use your cell phone, and the women do have to be 18 or older without a consultant. If you turn your customer profile over, you'll see 5 lines. In a second, you'll want to write down 5 names and numbers of your favorite lucky friends. The first one to complete all 5 lines, let me know because you'll win this great prize!!! Ready, Set, Go."

Draw their attention to the placemat. Talk about the Hostess program and show the gift your Hostess has chosen. Then have them flip it over and talk briefly about the Sets they didn't try (they will get to try them at their next appointment!)

Basic & Day/Night Solution cleanses, exfoliates, moisturizes, anti-aging with antioxidants.

MicroDermabrasion instantly smoothes skin, like a dermatologist would do but much less expensive

TimeWise®Cellu-Shape™Contouring System: in clinical testing, the system was shown to make cellulite less visible; fortified with botanicals, strengthen the skin's support structure.

Tell them the sets they tried tonight are 2 sets, they only need to choose two more to get the Roll-up bag FREE. Romance the Roll-up Bag.

Individual close. "Did everybody have fun? Your hostess is now going to serve refreshments while I talk with each of you individually."