



Before You Begin:

- Pre-heat Hostess's neck wrap. Leave in plastic bag. Wrap with a tulle ribbon to make it look pretty. Leave in bag with tulle and microwave 2 minutes. Can put in cooler to keep warm.
- Chill Eye Pads. Cut in half. Place then by "2" alternating sets.
- Wrap a gift in cello or tulle to be used as give-away during the ticket game.
- Optional: Light candles and turn on BC Spa CD
- Complete the Hostesses Skin Condition Analysis, Style and Color Analysis. Print results if possible, prior to party.

Set Up Stations:

- At the **Skincare Station** (usually at the bathroom sink) place BC Spa Facial Cleaner (lotion cleanser) and Exfoliating Polish. Disposable cloths (can be cut in half). You will conduct this station.
- At the **Hands Station** (usually at the kitchen sink) place Instant Manicure and disposable cloths. The Hostess conducts this station. Add Extreme Repair if you don't want to do hand massage during party.
- At the **Lip Apeel Station** (usually in the kitchen) place Lip Apeel, applicators (use flat Q tips) and small mirror. Towel to wipe fingers.
- Set up your demonstration area in the living room. Spa Now case with demo products, lap boards, pens, hostess neck wrap, ticket game gift, cotton pads soaked with PHA tonic and glamour demo set for hostesses. 2-4 Hostess packets.

Hospitality Time:

Greet and start pampering guests. Encourage them to experience all three stations. Take a moment to find out a little about them. Guests will usually complete all three stations at about the same time and gather in the kitchen. At that time you can invite them to join you for relaxation in the living room.



Introduction / Explain Spa Experience

My name is _____ I am an Independent Consultant with BeautiControl. I'm here at the invitation of your hostess _____ to help you relax and take care of yourself. When was the last time you pampered yourself? (Pause) It looks like we need to get started right away.

Has anyone ever experienced BeautiControl? (Pause) We are a company that just celebrated 30 years of helping others. We were purchased by Tupperware Brands in 2000 and offer the same great service and money back guarantee that you have come to expect from Tupperware. If you used BeautiControl's products previously I know you loved them. I have GREAT NEWS! The best just got better with the introduction of our new Spa Facial products and our on line skin, style and color analysis that help me create a personalized experience for you!

Thank Hostess / Get Acquainted

Before we start I have a "thank you" gift for _____ (Present hostess with neck wrap) This neck wrap has been heated in the microwave and stays warm for up to 45 minutes. We are going to pass it around so you can experience the soothing comfort and ease the tension in your neck and shoulders. You can use it hot or cold. When you book your party, you'll get your very own. When you have the neck wrap on I would like you to share your name, how you know the hostess and something you appreciate about her. (Pass neck wrap around. Guests share.)



Party / Spa Experience

Tonight is a “gift” for you from _____ (Hostess) to help you learn to take care of yourself. For women, life today means more stress, fighting the signs of aging and pressure to earn an income while raising a family. I know that as women we tend to put everyone else’s needs ahead of our own, so I appreciate you taking the time to come this evening. Tonight I want to teach you how to recreate a “spa” experience in your own home for a fraction of the cost of expensive spa retreats.

I also would invite you to watch what I do. You’ll see how fun and easy it is. You might find yourself wanting to know more about how to become a consultant. Later you will have an opportunity to ask me questions about my career.

Eye Pillows:

We will start with the Nourishing Eye Pillows, actually they are called Eye Pads, but I think pads sometimes have a negative meaning for ladies! These help soothe tired eyes and reduce puffiness and dark circles. Anyone in your family who has allergies or works on a computer all day long will love how soothing these feel. I cut them in half and they last twice as long. These have been chilled in the refrigerator. (\$18) (Hand out eye pads.)

Please lean your heads back, get comfortable and place these chilled eye pads on your eyes.

Party / Spa Experience

Relaxation:

(Ask them to close their lips along with their eyes so everyone can enjoy their personal relaxation. Dim the lights down in the home and turn up your spa music at this time.)

I love this part of our party. You know how some days you're so busy the only way to keep going is with an espresso? It's your turn to relax, and I'm going to help you do it. First we are going to concentrate on your breathing. Take a deep breath in through the nose for a count of 5 and out for a count of 5. As you continue to breathe in deeply, let the air fill your lungs all the way down to your diaphragm. As you exhale, feel the stress leave your body. Let the stress melt from the top of your head, down your forehead, eyes, nose, jaw. Visualize the stress traveling down your arms, your elbows, relax your wrists, and just let the stress roll right out the end of your finger tips. Breathing deeply, feel the stress melt down through your lower body, down your legs, feel your knees relax, let the stress travel right out your toes. As you breathe I want everyone to visualize your place of peace and serenity. For me, I find myself in a forest with trees all around me, sitting on a bridge with a babbling brook under me. Some of you may find yourself at a beach, or sitting on a rock surrounded by mountains. Take the time now to feel the wind, the sun and hear the sounds of your place of peace. (Remain quiet for 30 seconds. Conduct hand massages. Remind them to breath deeply and slowly.) Take a last deep breath in through your nose and out. You can slowly come back, sit up a little, take off your eye pads and tell me how you feel? . (Pick up their eye pads and throw away.)



Party / Spa Experience

Lip Apeel:

We started with Lip Apeel a dual action product for soft kissable lips. Now it is time to erase the peel. This is a special exfoliator that helps minimize vertical lines around the lips and removes waxy lipstick buildup and dead skin. (\$22) (Use finger to rub off Lip Apeel. Give them a cloth to catch the flakes. Tell them to keep the cloth to use later.)

Lip Balm:

Now apply the lip balm. This product contains essential oils, unlike, some over the counter lip balms that contain alcohol and require reapplying many times a day. Your entire family will love this lip balm. You can buy it in a small tub or a tube. (Dispense Lip Balm on ½ of a Q tip. Collect and throw away.)

Warming Trend Green Tea Masque:

Now I want you to experience one of our top selling spa products our “sunshine” in a tube”, Green Tea Masque. I am going to give your own masque on the inside of your wrist and then activate it with mist. We are going to do this together. (Dispense product, activate with mist.) *Rub the product and you’ll be surprised by what you feel. The warming opens your pores to allow deeper cleansing. Men love this product too. (\$24)* (They can use their cloth to wipe off excess. Collect and throw away.)



Party / Spa Experience Herbal Hydrating Mist:

The mist I used to spritz is a soothing spray enriched with natural botanicals to help you prevent dehydration. It also refreshes your makeup and makes it look like it was just applied.(\$12) (This product can be part of your “my favorite things” product sample bar.)

Instant Manicure/Extreme Repair:

The best thing you can do for your hands is to give them the moisture they crave. At the sink you experienced our #1 best selling product, the Instant Manicure. How do your hands feel? The hand crème I used for your hand massage is called Extreme Repair. I call it the hand crème with a memory because this lotion lasts thought at least three hand washings and there is no scent. It comes in 1 oz (\$6) or 3 oz tube (\$15).

Spa Experience Closing:

So how do you feel? Relaxed and rejuvenated? To help you recreate these spa experiences at home I have two options, the BC Spa Relax Set and the Silky Hands Set. (Show actual sets or use the set sheet.) They include the five products you experienced tonight. Later I will tell you how you can take these products home at a reduced price.



Party / BC Spa Facial Introduction / Skin Sensors

Now is my favorite part of the party, we are going to finish your Spa Facial that we started at the sink. Time and time again people tell me that it is the “products” that keep them faithful to BeautiControl and the fact that they are as good if not better than department store brands at half the price. Let me ask you these questions....

- *What if your skin care could be more personal?*
- *What if you could get better results with fewer products?*
- *What if you could see rapid and visible results?*

Would you like that? Every person’s skin is unique. Our intuitive skin sensors (Hold up skin sensors) will access the condition of your skin and help me recommend a regimen that provides exactly what your skin needs, and leave out what it doesn’t. Are you ready to discover your personalized prescription?



Party / BC Spa Facial / Skin Sensors

(Hand out skin sensors to each guest. Instruct them that we will do this together as a group.)

Carefully peel the top (cheek) sensor, without touching the grey square. Hold the grey square to your cheek for 5 seconds. (Count to 5). Turn over your sensor and stick the cheek sensor to the back. Now repeat with the bottom (forehead) sensor. Hold to your forehead for 5 seconds.

(Count to 5) stick the forehead sensor to the back. I will pass around a pen and please write your name on the back of your sensor. (Hold up paper quiz) At the conclusion of tonight's party you can complete the quiz and I will help you determine what your personalized prescription is.

(Collect the skin sensors).

_____ (hostess) received her own personalized facial regimen. Here is an example of what you will receive. (Show customized computer printout.) The BC Spa facial line you are about to experience is our most scientifically advanced skin care line yet, achieved with just 6 core products. They are free of parabens, gluten, artificial dyes and are never tested on animals.

Party / BC Spa Facial / Product Experience

Step 1. Cleanse – *The spa facial customized cleanser that you experienced when you first arrived effectively removes make-up and dirt without leaving skin completely stripped of moisture. It contains ingredients that react to your skin type – if you're drier, it replenishes moisture, if you are oilier, it helps reduce oil break through. Cleansing should be done twice a day. (\$24) (Hold up bottle).*

Party / BC Spa Facial / Product Experience con't

Step 2. Polish – *At the sink we combined the polish with your cleanser to create the “busy woman’s” spa. This exfoliator is gentle enough to be used daily. It contains natural jojoba (Hoh-hoh-buh) beads to gently exfoliate the top layers of dead skin cells. Daily exfoliating is the secret to keeping your skin looking young. You are removing that dead layer of skin. The polish has added brightening ingredients so skin is radiant and super smooth. (\$20) (Hold up tube and sit it next to cleanser to build a set).*

Step 3. Tone – *Our regenerating tonic is unlike any tonic ever developed. The alpha or poly hydroxyl acids increase skin cell turnover that leave skin radiant, smooth and visibly younger-looking. Each formula has unique ingredients to soothe, protect, nourish and hydrate based on your skin’s individual needs. (\$24) (Give guest a cotton pad soaked in PHA tonic. Collect after used.)*

Step 4. AM Moisturize – *Moisture is essential to beautiful skin. Without it your skin is more susceptible to irritation, blemishes, fine lines and wrinkles. Our moisturizer is the best multitasking product in the collection. It hydrates and protects the skin in a lightweight, refreshing formula that has an SPF of 20. This fourth step should be applied in the morning after tonic. (\$32) (Guest should apply moisture lotion to their faces.)*



Party / BC Spa Facial / Product Experience con't

Step 5. PM Moisturize – *Before you go to bed, cleanse, tone and then apply your PM Moisturizer. This formula gradually releases the active ingredients that help the skin recover and recharge itself while you sleep. This product gives beauti rest a whole new meaning. (\$38)*
(Guests should apply this product to the back of their hand.)

Step 6. Eye Creme – *A dependable eye crème is such an important part of your skin care regimen. It protects the fragile skin around your eyes and minimizes the appearance of fine lines and wrinkles. (\$35)* (Guests should apply this product to eye area, dotting it on gently with the pad of the ring finger.)

BC Spa Facial Closing:

So how does your skin feel? When you use these powerful products you will reverse and prevent signs of aging, dehydration, an fine lines and wrinkles. (Show BC Spa Facial set or use the set sheet). Later I will tell you how you can take this set home at a 40% discount.



Party / Spa Beauti

Once your skin looks amazing, you'll want to add the finishing touch with our Spa Beauti makeup! The better condition your skin is in, the better your make up is going to apply and the longer it will last. As part of _____ (hostess) benefits she completed our new e-beauti online diagnostic tool that helped me discover her color and style personality. _____ (hostess) is (Warm or Cool, hold up color wheel) and her style is (Perfectly Polished, Irresistibly Romantic, Naturally Chic, or Dramatically Glam, hold up recommendations.)

Have you ever worn a color that you really aren't comfortable in? 80% of women wear the wrong colors. When you book a party with me you will receive the same Hostesses pampering to discover your best colors to wear and style personality.

Now that I know _____ (Hostess) best colors and style I can select from our Perfect Match chart the best color combinations. I have selected _____ (Hold up chart) to use in our five minute makeover with _____ (Hostess). I have also selected her foundation color using our shade selector. (Hold up selector)

(Prepare for the hostesses makeover by having her glamour set preselected. Tools ready for demo and mirror for the hostesses to watch.)



Party / Spa Beauti

Step 1: Foundation. Apply foundation with brush or make up sponge. You can give the hostess the brush as a thank you for keeping her party booked on the original date, returning guest list etc. Talk about benefits of foundation. "Even out skin tone."

Step 2: Eye Shadow. Apply shadow using demo wand. Apply medium shade as the base, then contour with the darkest shade and highlight with the lightest shade. Make sure to blend eye colors together to avoid three distinct lines of color.

Step 3: Blush. Apply blush using compact brush. The mineral blush includes a highlighting and a contour color to create your perfect shade. Using a sweep motion in the shape of a C, blend with sponge.

Step 4: Mascara. Hostess applies mascara with disposable applicator.

Step 2: Lipstick. Apply with disposable applicator. "Long wearing color that nourishes lips with natural ingredients."

Optional: Eye and Lip Pencils. You can have hostess apply during the makeover or hold up to show what additional items they can use.



Party / Spa Beauti / Closing:

Wow doesn't she look great? You and _____ (Hostess) can recreate this look at home with the BC Spa Beauti Set (Show actual sets or use the set sheet.) When you book a party you will receive the same pampering and makeover that _____ (Hostess) received. You will get to complete the e beauti color and style profile on line. Plus when you book a party _____ (Hostess) will receive additional credit for your booking.

Party / Ticket Game:

O.K. it is time for a fun game that I get to give a prize for. I find by now you are curious about my job as a BeautiControl consultant. I love my job, the company and the people I get to meet. I have 10 tickets here (Hold up tickets). When you ask me a question about my job you will get a ticket and then we will draw for this gift. (Hold up gift you have selected. Answer questions and then have drawing.)

Party / Closing:

So how do you feel? Relaxed, rejuvenated, beautiful? I want to thank _____ (Hostess) again for inviting me into her home to spend time with each of you. It was fun wasn't it? This is just the beginning of your BeautiControl experience. There are three ways that we will continue our friendship.



Hostesses:

Wouldn't you love to treat your friends to a party like this one and earn great rewards? When you book your party you are eligible for our hostess only 40% discount on the facial set, a glamour make over and the neck wrap. When _____ (Hostess) has two bookings tonight she will receive free products and when her party sales reach \$500 or more BeautiControl will send her an exclusive hostess gift. I have my calendar available. (Pass around your calendar for guests to select a date that works best for them.)

Client:

I know you are excited to take products home with you. Obviously I have products for you to purchase. I will be adding you to my client list so you will receive catalogs in the mail and e newsletters. I keep an inventory of items to deliver to you on a timely basis and of course you can visit my website and order on line. (Pass out lap board. Review sets and show client order form.) Make sure you complete your contact information at the top of this form, add the sets you want to purchase. You also can complete the skin analysis questionnaire (Show) and I will review your results when we meet.



Recruit:

Some of you will want to take advantage of the BC Spa Now Case for only \$_____ where you can get the products for yourself and your family, plus the tools you need. This alone is a \$245 value. You will receive everything you see here (show picture on set sheet or display of contents) delivered to your door with 7-10 days. At no additional cost you get to attend BeautiU to learn more about the products and how to share them. Your gift for attending Beauti U will be this product package (show picture in agreement or display of contents) a \$120 value! Total value \$365 for your \$_____ investment which is over a 70% discount?

Do you want more? (Pause) More money to pay off debt and save? More free time to spend with your family? More free products, travel and jewelry? More fun than you've ever imagined? In tough economic times those in direct sales flourish. Why not give it a try and see what might happen. If nothing else, you will have the opportunity to continue to purchase these items at a discount for yourself and your family as long as you desire. It is a win-win situation.

Closing:

I want to thank (Hostess) for introducing me to all of you. I now have (# attending) new friends that I am looking forward to getting to know better. Before you leave I would like to meet with each one of you to determine what our relationship is going to be client, hostess, consultant or all three?



Take to the Spa Checklist

Gifts wrapped:

Neckwrap
1 gift for ticket game

Tools:

CD & player
Tickets
Candles/matches/lighter
Cotton Pads soaked w/tonic
Paper Towels
Spatula
Sponge
Foundation Selector
Makeup Brushes
Mascara Wand
Mirror
Lipstick applicator
Script Cards
4 Hostess Packets
Calendar
Calculator
Skin Sensors

8 Lap Boards:

Set Sheet
Order Form
Consultant Agreement
Monthly Special
Skin Spa Questionnaire

10 Tickets
Hostess e-beauti results
Trend Sheet

Microderm Abrasion / Buffer
Chemical Peel (Show set / gift for attending BeautiU)

Products:

Instant Manicure
Extreme Repair
Lip Apeel
Hydrating Mist
Eye Pads
Green Tea Masque
Cleanser
Polish
Tonic
Moisturizer AM/PM
Eye Crème
Eyeshadow
Blush
Mascara
Lipstick
Foundation