

## **PARTY TIME OUTLINE ~**

### **Become a PRO at the Skin Care Party...You have all the tools.**

- \*Watch and learn from the DVD in your Starter Kit**
- \*Follow the Instructor's Guide at your parties until you have mastered it!**
- \*Use our Party Close Sheets/Tools found on [www.terezeja.com](http://www.terezeja.com)**

#### **ORDER OF PARTY:**

- Satin Hands and Satin Lips
- Introduction and Follow-Up Queen Game (See below)
- Skin Care (follow tray inserts)
- Eye Cream
- Foundation Primer
- Foundation
- Marketing and Referral Game (See below)
- Bronzer
- Lip Gloss
- Table Close - Use Party Close Sheet
- Prize hand-out
- Individual Closes- Page 18 of Instructor's Guide (Do this in a separate place away from party table. Have with you Datebook, Calculator, Sales Tickets, Hostess Packets. Have guests bring their Profile Card and Close Sheet)

**FOLLOW-UP GAME** - You want to say the word follow-up throughout your party at least 7 times! I recommend passing a small gift called the "Queen" gift. Every time you say "Follow-Up" and someone says "Queen" they get the gift. Whoever has it at the end gets to keep it! Also, after you explain the game say to guests "Turn over your profile cards and in the note section write down what you would like to do at your follow up with me. Do you want to do a smoky eye, a dash out the door look that takes 3 minutes, an everyday look, a day to evening look, microdermabrasion treatment...It's totally up to you just write down anything you want to learn."

#### **MARKETING/I-STORY - DO NOT LEAVE THIS OUT! Let your guests get to know you...**

Fun I-Story - Who you are, what you do, why did you become a consultant, what almost held you back and what you love the most. Take 5-10 minutes at most for **DOUBLE TICKET QUESTIONS ABOUT YOU OR THE BUSINESS.**

#### **REFERRAL GAME ~ "GIFT OF FRIENDSHIP" - MEMORIZE THIS:**

"Okay before we go on to your cheeks and lips I am going to give you another opportunity to earn tickets for a fun prize! Look at the back of your profile card and you will see a place to write down names and phone numbers. I offer an amazing free service called the Gift Of Friendship. Everyone loves it. You can nominate your best girlfriends for the Gift of Friendship. They will receive a totally complimentary pampering session like you had today and a \$ \_\_\_\_ gift certificate that I present to her from you. For every person that you can think of who is "over worked, over tired and under pampered" you will receive a ticket! I have 2 rules they must be at least 20 years old and nice(laugh). Whoever gets all 7 filled out first will earn an extra 5 tickets! So, pull out your cell phones and let's go!  
(give them 5 minutes to fill out the referral section)