

# THE ULTIMATE SPA PARTY

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## WHAT YOU WILL NEED:

- "Look" brochures, Closing Sheets, Sales Tickets, Referral Sheet, clipboards, pens
- Colorful tubs (or other type of container) for Foot and Leg treatments
- Coordinating hand towels (1 per guest) and wash cloths (2 per guest)
- Cotton rounds, dampened and placed inside small plastic Zip-Lock "snack" bags (2 rounds per bag, 1 bag per guest)
- Disposable razors
- **For Demonstration:** Satin Hands and Satin Lips; TW Cleansers and Moisturizers; Day/Night Solution; Even Complexion Mask; Microdermabrasion; Foundation, Forever Orchid Body Lotion (or Red Tea & Fig); Fragrance-Free Satin Hands Hand Softener and Hand Scrub; Targeted Action Toning Lotion; Hand and Decollete Cream; 2-in-1 Body Wash & Shave; and Mint Bliss Energizing Lotion.
- **For Display:** TW Miracle Set; Microdermabrasion; Targeted Action Toning Lotion; Body, Hand and Decollete Cream; Pedicure Set or Coconut & Lime Set. Your choice: Complete Line of Forever Orchid, Red Tea & Fig, or Lotus and Bamboo. 2-in-1 Body Wash & Shave; Mint Bliss Energizing Lotion for Feet & Legs; Sun Care Collection (Subtle Tanning Lotion, After-Sun Replenishing Gel, SPF 30 Sunscreen); Satin Hands and Fragrance-Free Satin Hands Sets; Satin Lips Set.

**Roll-up Bag:** 1<sup>st</sup> Pocket, Miracle Set; 2<sup>nd</sup> pocket, Coconut & Lime gift set, 3<sup>rd</sup> pocket, Sun Care Collection; 4<sup>th</sup> pocket, Satin Hands and Satin Lips.

Prior to guests' arrival, arrange chairs in a semi-circle. Squirt Relaxing Foot Soak (or substitute with Coconut and Lime Shower gel) into each tub and then run straight hot water into the tubs. By the time you start the feet and leg treatments, it should be just the right temperature. Place one tub beneath (or next to) each chair. Have a stack of hand towels (one per guest) nearby. Have washcloths (2 per guest) already microwaved and ready to go. (Keep them warm in an insulated bag.) Have a couple of large pitchers (or buckets) ready with which to add more hot water right before you demo the Foot and Leg products. (The hostess can assist you with this.) Give a clipboard to each guest as soon as she arrives and ask her to complete her profile. Select a Foundation shade for her and write it on her profile card. Seat dry/normal guests together and oily/combo guests together.

## **10 minutes:**

At the beginning of the event, ask each guest to introduce herself and tell a little something about herself, such as where she works, and what she appreciates the most about the hostess.

Mention how excited you are to have so many wonderful ladies here to learn more about Mary Kay's **exclusive** skin care and body products, adding that this will be an **Ultimate Spa Experience** beginning at the top of the head and going all the way to the tip of the toes!

## **20 minutes:**

*Discuss each step of the Miracle Set and explain its benefits. Demo the Miracle Set by squirting the products on each guest's fingers and having her apply the products to her face, omitting the eye area. No mirrors. (Note: When demonstrating the Cleanser in the Comb/Oily Formula, ask the guest to hold a warm, wet wash cloth to her face momentarily, in order to dampen her skin, thus facilitating the process of working the product into her skin, without requiring any running water.) After the Cleanser and before the Day Solution, dispense the Even Complexion Mask. While the Mask is drying, talk about its benefits. Tell your "I" Story. Talk about the Gift of Beauty (referrals). Give each guest a warm washcloth and ask her to remove the Mask. Have the guests apply Day Solution to the face and Night Solution to the inside of one wrist. Demo the Moisturizer.*

*Recap each step of the "Miracle Set", holding up each item in turn and mentioning its benefits. Explain that you will be meeting with each guest individually at the end of the class in order to customize her Foundation. (Note: During the individual close, you will give her a mirror so that she can apply her Foundation: her choice of Mineral Powder or TW Medium Coverage or Full Coverage.) Remember: you will have determined the correct Foundation shade for each guest before the start of the class, so you will be able quickly and easily to dispense the appropriate shade, allowing her to experience the look and feel of the "protection step".*

*Demo the Satin Lips Mask, and then ask each guest to remove it with a wet cotton pad. Dispense the Satin Lips Balm. Demo Mircodermabrasion (both steps) on the back of one hand. Remove Step 1 with a wet cotton round. (Note: a tiny bit of Step 1 is all that is needed; too much of this product will be difficult to remove completely.)*

## **10 minutes:**

*Aromatherapy - Coconut and Lime Body Lotion, and Forever Orchid Body Lotion (or any 2 body lotions of your choice). Talk about each set and show them to the guests, mentioning the prices. Have each guest apply one lotion to each arm. Have a show of hands to determine most "favorite".*

## **20 minutes:**

*Feet and Leg treatment*

- 1. Guests pull out their tubs. (Hostess adds more hot water from pitchers, as needed.)*
- 2. Guests soak their feet for 10 minutes, while ...*
- 3. You talk about the Sun Essentials products, Target Action Toning Lotion, and Hand & Decollete*
- 4. Now you will dispense the Fragrance-Free Scrub and Softener in their palms, at the same time, allowing each guest to massage the products into her feet.*
- 5. Dispense the 2-in-1 Body Wash & Shave, asking them to lather her legs explaining the benefits of the body wash. Even if she doesn't want to shave have her lather to experience the product. If she wants to shave give her a disposable razor.*
- 6. Next, ask everyone to rinse their legs.*
- 7. Hand out towels so they can dry their feet and legs. Hostess will remove the tubs.*
- 8. Dispense the (Pedicure Balm or Coconut & Lime Body Lotion) and ask guests to massage it into their feet.*
- 10. Finally, let guests massage Mint Bliss Energizing Lotion onto their legs.*

*Give each guest a clipboard with the Referral Sheet. Talk about 4 ways to get the product (i.e., the regular close). Pass out the Closing Sheet and talk about specials. Ask each guest to check off the products she is interested in taking home with her. ☺ The hostess will serve the refreshments while you do the individual close and the guests apply their Foundation.*