

# BC Spa Facial Outline/Skin Sensoring at the Spa

## Preparation:

- Products used for Spa are underlined
- Print skin care questionnaire found on the Richter-Egger Unit Website
- BC Gentle Facial Towels (#9623 Sales Aid)
  - Cut in half
  - You will need 2 wet and warmed towels per guest -warm in zip lock bag for 20 sec. and place in small insulated bag
  - you will also need 2 dry towels per guest
- Disposable Shadow Applicators from BC
- Cotton rounds
- Neck wrap
- Cut Eye Pads in half
- Socks (you may also have guests bring their own)
- Gallon size storage bags (the ones sold with the twist ties)
- Relaxing Spa CD
- Product Spatulas
- Small bag for garbage (or that bag that comes off of the neck wrap)
- "Dream Bag"
  - include a few items as to why you are doing BC....picture of your family, product, etc
  - See [www.beautinet](http://www.beautinet) under Spa for more ideas on the dream bag
- OPTIONAL: Have a couple of small mirrors
- OPTIONAL: if adding Instant Face Lift Treatments cut Resurface peel pads in half

## Hospitality Time:

- Skin Sensor Guests as arrive - Use the complete skin care questionnaire found on the Richter-Egger Unit Website to gather the needed information to complete online when you go home. Tape or staple sensors to sheet.
- Prepare Feet
  - Have guests remove socks
  - Spray with BC Spa Pedicure foot spray (Optional)
  - Apply Herbal Serenity foot crème
    - Can give option with BC Spa Pedicure Foot Salve or Margarita Foot Crème or Detoxifying Foot Crème
  - put on plastic bags
  - Put on Socks
  - Send to sink for Instant Hand Manicure Treatment
- Place BC Spa Instant Manicure at the sink with a spatula. Dispense a small amount of scrub and have them use at the sink.
- Once all guests have arrived, start spa together
- Introduce yourself with your Dream Bag
- Thank Hostess!

### Spa Face:

- Explain the Grapes, Raisins and Corn Flakes and how we are going to take care of all levels of the skin!
- Remind guests that when trying something new the skin will often "tingle"  
...tingles are GOOD, burning, itching extreme redness on the face bad!
- Start with BC Spa Facial Cleansing Lotion
  - It's a good idea to also carry Skinlogics Sensitive and Skinlogics Clear
- Give warm towel to remove OR rinse at the sink
  - collect dirty towel from face wash
- OPTIONAL Instant Face Lift Treatments:
  - Have all guests apply Resurface Chemical Peel on half of face OR just the hostess if you have a large group!
  - While Chemical Peel is "working it's magic", demo MicrodermAbrasion on back of each guests Hand
    - Dispense small amount with spatula
    - spritz with Hydrating Mist
    - have guest use buffer for about 30 sec. in circular motion then pass to next guest
    - Give each guest another wet towel to remove
    - May need additional help removing with the Hydrating Mist
  - Have guests compare hands
- Apply PHA Tonic to whole face removing the peel (on cotton round OR use BC spa presoaked tonic packages)
- OPTIONAL: Dispense small amount of TFF Eye for use on one eye (on same half of face as the Chemical Peel)
- OPTIONAL: Dispense small amount of TFF Face for use (same side as others)
- Finish whole face with Defend & Restore Day Lotion
- Hold up Grapes, Raisins, Corn Flakes again and show guests how the IFL will be "working it's magic" while we relax!

### Spa Relaxation:

- Pass Neck Wrap
  - Have each guest feel and tell the one thing that causes them the most stress)
- Dispense white masque part of the Lip Apeel with Disposable Shadow Applicators OR Q-tips
  - Leave on during relaxation
- Pass Eye Pads have them place on the closed eye lids above or below if they have sensitive eyes
- Start soft spa music walk thru relaxation and deep breathing exercise
- OPTIONAL: Hand Massage on one hand for guests both hands for hostess with BC Spa Manicure - Extreme Repair Hand Crème
- Bring Guests out of Relaxation
- Remove Lip Apeel with draw towel, remove any excess with moisture from the Eye Pads
- Collect Eye Pads and dry towels
- Pass Lip Balm (on top of Lip Apeel) with the other end of the disposable shadow applicator or Q-Tip
- OPTIONAL: dispense small size amount of Warming Trend Green Tea Masque on arm.
  - Spritz with Hydrating Mist and have all clients rub into arm.
  - Remove Warming Masque with cloth

- Show the Grapes, Raisins and Cornflakes again to show how we are now protecting all those healthy skin cells that have been exposed with our IFL!
- Remind guest that their skin prescription will be in their order bag with their correct skin care items!

### **Close:**

- Thanks hostess
  - Explain hostess rewards “stack” someone other than the hostess
  - Pass clip board with available spa dates
- Use Dream Bag to play Ticket game—they ask any questions about your opportunity NOT product questions! Raffle a small gift for winner of the game example spa item you got on deep discount
- Go over Sales –show sets, skin care, IFL, favorite spa set, and opportunity set, explain what is in your lap board (see hostess coaching verbiage for what is in your lap boards)
- Remove socks and collect bags
- Pass out folders
- Draw door prize for ticket game
  - Let them know this is now the shopping - eating time!! The first person that needs to leave I will meet with you right away, remember I am your personal shopper, no stress just work on your wish lists and when you are ready I am here to meet with you, one on one before you leave to make certain you enjoyed the evening and have all of your skin care needs met!
- Collect ORDERS, BOOK SPAS, & SIGN UP NEW CONSULTANTS :-)
- Note the order form I use I can recruit on TOO! It is on the [www.mybeautispa.net](http://www.mybeautispa.net) web site!

### **Skin Sensor Prior to the Spa Option**

- Sensor Before the Spa - Mail skin Sensors to clients in invitation to be completed online prior to spa. (see invitation example that can be used with your laser printer or labels)  
Examples on how to get this done:
  - Offer Hostess incentive (Free product from their wish list) to work with guests to have all completed.
  - \$5 off skin care purchase at the spa for each guest

Complete foil packet palettes prior to spa for easy demonstration. Make sure to write down additional products on the card.

If all guests did not complete the online sensors, follow below option under hospitality and those guests.