

new consultant checklist

Welcome to your new BeautiControl business. This checklist will help you get off to a successful start.

- Organize your home workspace, and open a separate checking account for your new business.
- Schedule your Grand Opening Spa. Date scheduled: _____
- Log on to BeautiNet and register for BeautiU. Date scheduled: _____

Three guests I will bring with me:

1. _____
2. _____
3. _____

Take the 7-Day Challenge!

When you share BeautiControl with everyone, you can make money immediately by taking orders, booking Spas and growing your team! Book your first 10 Spas in the next 7 days.

For the next 7 days, follow these four easy steps to success:

- 1. Make a FRANK list of Friends, Relatives, Acquaintances, Neighbors and Kid connections. In short, everyone you know who would love BeautiControl's products, Spas and opportunity.
*Visit *BeautiNet > Business Tools > Forms on File > Recruiting > My FRANK List*
- 2. Share your favorite products with everyone on the list.
- 3. Share your Beauti book with the people on your FRANK list and collect orders.
- 4. Offer everyone the opportunity to earn discounted and FREE products by booking a Spa with you!

7-Day Challenge Goals

Sales: _____ Bookings: _____

- Meet with your recruiter to discuss goals, review ordering opportunities and learn about the New Consultant Spa Rewards program.
- When you receive your Spa Now Case, unpack it and explore the products and literature.
- If you'd like additional training on holding a Spa, plan to observe one. Date scheduled: _____
- Find out when your Director holds meetings (Unit Rallies, Moving Up Events, Success Meetings, etc.) and attend them all. The more you show up the higher you go up!
- Go through the first empowerU training modules on BeautiNet and report what you learned back to your recruiter.
- Share your first Spa bookings with your recruiter and Director.
- Schedule three-way team-building appointments with your recruiter and your friends and/or family members.
- Hold your Grand Opening Spa!
- Attend BeautiU and bring your three guests with you.

My FRANK list

Month: _____

Friends – Aerobic Instructors, Alumni from College, Bridesmaids, Bingo Buddies, Bowling Buddies, Dinner Club friends, Golf Buddies, Knitting Club Friends, Movie Friends, Team sport friends

- _____
- _____
- _____
- _____
- _____

- _____
- _____
- _____
- _____
- _____

Relatives – Aunts and Uncles, Children, Cousins, Parents, Grandparents, Brothers and Sisters, Brother and Sisters-in Law, Spouse, and Friends of the family

- _____
- _____
- _____
- _____
- _____

- _____
- _____
- _____
- _____
- _____

Associates – Your supervisor, Co-workers, Accountant, Baker, Barber, Beautician, Dentist, Electrician, Florist, Gardener, Friends at the Gym, Insurance Agent, Interior Designer, Nail Technician, Real estate agent, and Veterinarian

- _____
- _____
- _____
- _____
- _____

- _____
- _____
- _____
- _____
- _____

Neighbors – Your Babysitter, Postman, People that live on your Street or in your apartment building.

- _____
- _____
- _____
- _____
- _____

- _____
- _____
- _____
- _____
- _____

Kid Connections –Child's friends' parents, Librarian, Coaches, Teachers

- _____
- _____
- _____
- _____
- _____

- _____
- _____
- _____
- _____
- _____

Suggested Add-on Items for Successful Spa Girls!

Retail Items: (consultant discount applied)

For Basic Faces, Fingers, Feet Spa:

- 16087 Pedicure Spray
- 16084 Pedicure Cooling Foot Salve
- 7912 Nourishing Eye Pads
- 16235 Regenerating Tonic with PHAs
- 15198 Hydrating Mist

For Instant Face Lift Spa:

- 14213 Tight Firm & Fill Eye Serum
(free with g.o. spa order)
- 14242 Tight Firm & Fill Face Crème
(free with g.o. spa order)
- 14644 Multi-acid Resurfacing peel (free after BU)
- 15215 Microderm Abrasion Crème (free after BU)
- 13936 Facial Buffer (free after BU)
- 13940 Platinum Rejuvenating Eye Treatment

For Make-up Demo/Out-the-Door Set:

- 15868 Regeneration Tight Firm & Fill Concealer-Light
- 15863 P2 Perfecting Wet/Dry Finish
- 15854 N3 Perfecting Wet/Dry Finish
- 12092 Tri- Color Bronzing Powder Beauty and the Beach
- 8891 Clear Lip Gloss
- 12008 Spectaculash Mascara - black

Specialty Items:

- 3587 Warming Trends Green Tea Masque
- 6019 Lash and Lid Bath
- 16231 Defend and Restore Night Crème
- 16236 Restructuring Eye Crème
- 5994 Corticure Comfort Lotion with Chamomile
- (1) of each Bath & Body Collection

Sales Aids: (no discount applied)

Essentials:

- 7004 Plastic Bags (50)
- 656 Demo Lip applicators (20)
- 9623 Gentle Facial Towels (25)
- 13698 Foundation Selector
(free with g.o. spa order)
- 14832 Make Up Brush Set
- 18314 BeautiBook (10)
- 15464 Spa Neckwraps (4)
- 16824 Spa Invitations (10)
- 7496 Client Order Forms (20)

Nice to have items:

- 2300 Glamour Set Bags (2)
- 500 Demo Make up Sponges
- 13679 Mascara Wands
- 14831 Show of Hands Travel Jar
- 597 Disposable shadow applicators (20)
- 12100 Spa Express Starter Kit
- 15308 Skinlogics Clear Starter Set
- 15309 Skinlogics Sensitive Starter Set

Extra Spa Tools/Items/Services:

- Spa Socks (www.sockmills.com)
- Grocery store
 - Cotton Rounds
 - Q-tips
 - Gallon size storage bags - the ones sold with twist ties
- Office supply store
 - Pens
 - Roll of tickets Lap Boards/folders
 - Spa Binder/according file records
 - Client Reorder Binder
- Computer program: Nutshell (www.blueflute.com)
- Relaxation CD
- Dream Bag
 - 3 items to represent why you do spas
- Beautipage - Set up on www.beautinet.com
- Business Marketing Supplies (www.beautinet.com > business tools > Beauti Business benefits)
 - Product re-order labels
 - Address Stamper
 - Business Cards (or www.vistaprint.com)
- Local Bank
 - Checking account with Debit Card
- Credit Card processor (www.propay.com)
- Brush Cleaner
 - brush off (www.brushoff.com)

Log on to www.beautinet.com For information on.....

How to Ordering online**, use the Online Calendar and Recruiting online -

Across the top drop down menus, select *freedom*
> select *Training*
> select *Empower You*
> these modules are listed on the bottom left corner of the page

****When Ordering BEFORE your BeautiU please contact your Director or recruiter to make sure you are receiving your BEST discounts and incentives!!**

Skin s.p.a. -

Across the top drop down menus, select *spa*
> select *skin s.p.a. dashboard*
> select *Training/Videos*
> select *skin s.p.a. training video*

Skin Sensors F.A.Q -

Across the top drop down menus, select *spa*
> select *skin s.p.a. dashboard*
> select *F.A.Q* tab

Product Information -

Across the top drop down menus, select *Products*
> select *Product F.A.Qs* from the drop down menu
> find answers on:

- general questions
- skin care
- skin disorder
- ingredients
- packaging
- color
- skin sensors and skin s.p.a.

Gary's Blog -

Across the top drop down menus, select *Products*
> select *Gary's Blog* from the drop down menu

Updated Monday's and Friday's but you can also type in various topics to see prior postings

Checking Order Status

Across the top drop down menus, select *Business Tools*

> select *Care Center* from the drop down menu
> select *My Account* from left side menu
> select *Order Status*
> select *My Order History*

- click on order number to see ordered items
- click tracking number to track package

Changing personal info (email address, pin #, etc) -

Across the top drop down menus, select *Business Tools*

> select *Care Center* from the drop down menu
> select *My Account* from left side menu
> select *Update Personal Information*
(make sure you click *update* after making changes)

Finding various product flyers, etc -

Across the top drop down menus, select *Business Tools*

> select *Forms on File* from the drop down menu
> select Tab for Products, Booking, etc

Setting up your Propay** -

Across the top select *Business Tools*
> select *Beauti Business Benefits* from drop down menus

> select *Business Tools, Find out more>>*

> select *Propay*

> select *Sign up now* (\$49.95 annual fee)

****Note: You can also look into creating a paypal account by logging on to www.paypal.com**

Ordering BeautiControl Business Cards** -

Across the top select *Business Tools*

> select *Beauti Business Benefits* from drop down menus

> select *Business Tools, Find out more>>*

> select *Merrill*

**** Note: You can also order 250 FREE business cards from www.vistaprint.com but these cannot have our BC Logo on them.**

Successful Spa Consultant Monthly checklist

88% of Clients polled by BeautiControl's phone survey said "YES! I would re-order if my consultant would call me!"

- Look at your calendar to schedule/mark off:
 - 10 calls a week for bookings/re-orders
 - spa nights
 - meeting nights (Rally, Trainings, BU, coaching appt., etc)
- Complete individual weekly coaching goal
- Update FRANK list
- Sensor 1 new person each day (minimum 5 each week outside spas)
- Invite 2 friends/clients to BeautiU
- Check readiness of spa supplies/spa bag

Month: _____

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Monthly Results:

- Sales: _____
- Bookings: _____
- Sensors: _____

- BeautiU Guests:
 - _____
 - _____