

BC Richter-Egger Executive Unit Newsletter

March Rally 2011

Spa Girls



Consistency Reward

Completed at least 4 spas and
\$750 min. sales 2 months in a row!

**On Track for next month:
Susan Himes**

First Spa

Jenna Allison
Jennifer Dow
Karol McBride
Chelsea Schaaf
Ashley Smith

Spas Posted in Feb.

Susan Himes 6
Dana Hunsaker 5
Barb White 5
Meagan Richards 3
Nancy Green 3
Monica Hockman 3
Jennifer Dow 3
Kathryn Bates 2
Jenna Allison 1
Tona Bach 1
Jessica Lamoureux 1
Karol McBride 1
Chelsea Schaaf 1
Ashley Smith 1

Welcome **3**
New Consultants to

the Unit...

Jessica Coldwell
Lindsey Roorda
Sarah Webb

WOW Program

Coaching Call
Consultants
This Month!!

Nancy Green
Jennifer Dow
Tona Bach
Monica Hockman
Susan Himes
Dana Hunsaker

* Must call in at least twice a
month to participate

Richter-Egger Unit Stats

36 Spas were held last month
with total retail Unit Sales of

\$16,712.50

Top VIP's

Nancy Green

Top VIP

Barb White

Top SVIP

Dana Hunsaker

Top Executive VIP

Consultants on the

MOVE!!!

NEW Senior Consultant

Jennifer Dow



Schedule your BeautiControl Spa in March
and have an opportunity to win a



For all the details and to print off your
hostess entry forms log on to
www.mybeautispa.net

Director BeautiU Guest Incentive!

Bring 2 guests to BeautiU' you receive:



(2) new BC Color Shimmer Eyes Contour Powder and Make-up Bag

When those 2 guests join at BeautiU for \$125 you receive:



(3) new BC Color Shimmer Eyes Contour Powder and Make-up Bag

When ONE of those new guests join Qualified at BeautiU you receive:



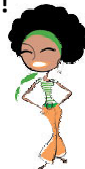
FULL SET of BC Color Shimmer Eyes Contour Powder and Make-up Bag

Knowing your close...the most important part of your spa!

TIPS FOR YOUR CLOSE

- ◆ You start your spa with the end in mind! As Gary Jones says, "Beauti is a high contact sport!" They don't care what you know until they know how much you care! It's all about connections!

- ◆ Set the stage for your spa.



"Our spa tonight will last no more than one hour. We will try treatments from faces to feet! A relaxation session to allow you some time to regroup from your stressful day and complete our evening with some shopping time at the end!"

- ◆ End your spa on time - do not go over one hour from the moment you open your mouth to the time you pass out your folders.
- ◆ Close begins the moment you demo your last product
- ◆ In order not to lose your crowd follow these steps
- ◆ Never pass out product guides until the END of the spa after the complete CLOSE :-)
- ◆ Start your close with the ticket game or some recruiting game for door prize (Hold drawing until the end)
- ◆ Review folders

"There are 3 ways you can help your hostess - by purchasing products (show sets), scheduling your own spa (pass dates), or by joining my team (talk about case)"



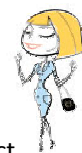
- ◆ Remove socks, as guests remove foot treatment bags have then throw away and when hands are free hand folder/pens
- ◆ Then draw gift for ticket game - make sure at this point everyone knows you want to meet with them individually "As part of my customer service, I would like to meet with each of you tonight before you leave the spa to make sure you had an enjoyable time tonight and I have answered all of your questions."

- ◆ **Prepare yourself for orders:**

- ◆ Calculator, bank bag, extra pens, folder of your own, free gift purchase item, spa dates
- ◆ Find a space close by group but comfortable to talk individually with guests. Don't hide in a separate room.

- ◆ **Questions to ask:**

- ◆ When would you like to book your spa?
- ◆ What set would you like to take home tonight?
- ◆ Don't forget to up sell - every product has a companion product
- ◆ Ask if guests if they have ever thought about doing what I do?
- ◆ Ask "who do they know??" for spas sales and recruits.



"Would you like to add the shadow control crème to your order to go with your eye shadow? It helps keep it from creasing and makes it last an incredibly long time!"



"I give GREAT discounts for referrals! Here are 3 business cards with your name on the back to share with friends. When your friends call me to schedule a spa, order products or ask about openings on my team, YOU get credit!"