

The Spa Experience

Oh you are in for a treat! From head to toe, you will be smoothed, soothed, and softened!
Be prepared for a total transformation of body and soul! Enjoy!

1. Remove eye make-up with **Oil Free Eye Makeup Remover**.
2. Remove any old polish from toes, as well removing shoes and socks.
3. Apply your formula of **TimeWise Cleanser** and leave it on.
4. Apply **Indulge Soothing Eye Gel** to lid and under eye area and leave on.
5. Apply **Satin Lips Mask** to lips, gently buffing, and leave on.
6. Put a warm, wet towel (perhaps scented with lavender) over your face and put your head back for a few minutes and just relax.
7. Remove your cleanser, eye mask, and lip mask with the towel.
8. At this point, you are ready to begin pampering your piggies! Slide your feet into your bucket of nice warm water, scented with **Rosemary Mint Foot Fizzies!**
9. Now, let's moisturize and wrinkle-zap! First, apply our fabulous **Day Solution** to your face and our **Night Solution** to the back of your hand - these are our powerhouse age fighters! (ask your consultant about **Microdermabrasion** and **Even Complexion Essence** if she doesn't bring them up!).
10. Over that, apply your formula of **TimeWise Age Fighting Moisturizer**.
11. To the eye area, apply **TimeWise Age Fighting Eye Cream** to one eye and **Firming Eye Cream** to the other.
12. Apply your **Satin Lips Balm**.
13. To your throat and décolleté, apply **Oil Free Hydrating Gel** to one side, **Intense Moisture Cream** to the other.
14. Now you're ready to indulge your feet! Pull them out of the water, pat them so they are not drippy but still moist, then apply the **Energizing Foot Mask** and massage in (you may choose to do **Satin Hands** on one of your feet for comparison). Then slip your feet into a plastic bag and we'll let all that moisture soak in!
15. And next we'll show you how to look GORGEOUS with a 5 minute summer makeover! First, we will apply your shade of **Cream-to-power foundation**. You control the coverage and feel by how much you use!
16. Apply your choice of **Eyesicles** cream-to-powder eye color. If you pat the color until it dries, you will get a more intense color; blend it out as it dries for a very subtle look.
17. Apply our **Ultimate Mascara** for VOLUME or our **Waterproof Mascara** for summer fun.
18. Next apply **Highlighting Bronzing Powder** to the high points of your face - the cheekbones (it will serve as your blush), a small bit across the forehead and a touch on the chin.
19. Finally, apply your favorite **lip gloss** and VOILA! You look radiant and sun-kissed!
20. NOW we get to finish up those feet! Take them out of the bags and rinse off the foot balm in the tub of water. Your consultant should have a foot file for you - file off those rough calluses that are now soft and ready to be removed.
21. Apply **Soothing Foot Balm** to your feet, plus you may want to try a **Private Spa lotion** for your legs (be sure to ask your consultant about our **Visibly Fit Body Lotion!**).
22. You may choose to finish off your treat with some **nail color** and **top coat** for your toes!

Now aren't you glad you came?! I hope you have enjoyed your spa experience as much as I have enjoyed treating you! Take this sheet with you so you can repeat the steps at home!

The Spa Experience - consultant notes

What a wonderful gift to give ANY woman - a totally relaxing treatment! I encourage you to first do this on yourself so you know how AWESOME it is, and then offer it to everyone! *Be sure to set the stage with some relaxing music in the background and some candles burning!* Here are the details. Make her a copy of page 1.

1. **Welcome** everyone and thank hostess. Give an **overview** of the Spa Experience.
2. Open just like you would at a skin care class, using the **flip chart**. Go all the way through Miracle Set page before you start applying any products. Then before doing TW cleanser, remove eye make-up with **Oil Free Eye Makeup Remover** and any old polish from toes, as well removing shoes and socks.
3. Apply her formula of **TimeWise Cleanser ON MOIST FACE** and leave it on.
4. Apply **Indulge Soothing Eye Gel** to lid and under eye area and leave on.
 5. Apply **Satin Lips Mask** to lips, gently buffing, and leave on.
6. Put a warm, wet towel over her face and have her put her head back for a few minutes and just relax. You can put the hand towels in a crock pot to keep them warm and add a drop of lavender oil if you like. *While she is relaxing, fill bucket with warm-hot water and drop in a Rosemary Mint fizzie (or add spa body wash).*
7. Remove her cleanser, eye mask, and lip mask with the towel.
8. At this point, you are ready to begin pampering her piggies! Slide her feet into her bucket of warm water.
9. Now, let's moisturize and wrinkle-zap! First, apply our fabulous **Day Solution** to her face and our **Night Solution** to the back of her hand - these are our powerhouse age fighters! *Use the flip chart!* (take some time to talk about **Microdermabrasion** and **Even Complexion Essence** here too!).
10. Over that, apply her formula of **TimeWise Age Fighting Moisturizer**. *(keep using flip chart!)*
11. To the eye area, apply **TimeWise Age Fighting Eye Cream** to one eye and **Firming Eye Cream** to the other. **Give the power statements for each.** You could even do Eye Primer as time allows.
 12. Apply **Satin Lips Balm**.
13. To her throat and décolleté, apply **Oil Free Hydrating Gel** to one side, **Intense Moisture Cream** to the other. Ask her opinion of which feel she prefers.
14. Now you're ready to indulge her feet! Have her pull them out of the water, pat them so they are not drippy but still moist, then apply the **Energizing Foot Mask** and massage in (you may choose to do **Satin Hands** on one of her feet for comparison). Then slip her feet into plastic bags and let all that moisture soak in! *Leave the bucket there - she will need it to rinse off in a few minutes!*
15. And next you'll show her how to look GORGEOUS with a 5 minute summer makeover! First, we will apply her shade of **Cream-to-power foundation** *(this is a quick-to-use formula that is revitalized by moisture or perspiration, a perfect for summer!)*. She controls the coverage +feel by how much she uses! Apply with sponge.
16. Apply your choice of **Eyesicles** cream-to-powder eye color. If you pat the color until it dries, you will get a more intense color; blend it out as it dries for a very subtle look. *A gorgeous combo is Pinkfrost and Island Bronze mixed together! Show them how to use Vanilla as highlighter too.*
17. Apply our **Ultimate Mascara** for VOLUME or our **Waterproof Mascara** for summer fun.
18. Next apply **Highlighting Bronzing Powder** to the high points of her face - the cheekbones (it will serve as her blush), a small bit across the forehead, a touch on the chin. *Use a cotton square on the full-size prod. to demo*
19. Finally, apply your favorite **lip gloss** and VOILA! She looks radiant and sun-kissed! *It's amazing!*
20. NOW we get to finish up those feet! Take them out of the bags and rinse off the foot balm in the tub of water. *Get rid of the bucket at this point!* Give her a foot file - have her file off those rough calluses that are now soft and ready to be removed. *You can find the foot files at the Dollar Tree!*
21. Apply **Soothing Foot Balm** to her feet, plus you may want to try a **Private Spa lotion** for her legs (be sure to tell her about our **Visibly Fit Body Lotion - bring the before and after leg picture!**).
 22. Offer her some **nail color** and **top coat** for her toes!
23. **BOOK!** "Now aren't you glad you came?! I hope you have enjoyed your spa experience as much as I have enjoyed treating you! Take this sheet with you so you can repeat the steps at home! One thing I want to ask you - I bet you can think of several friends who would LOVE this treat! Let's talk about scheduling a time..."
24. **DO A FULL-CIRCLE CLOSE!** Use the placemat - "Now we get to go shopping! The first thing we look for are the bargains, and here are some GREAT ones!" Take her order, then BOOK her for either a Spa Party with friends OR for an Extreme Makeover Color Appt, then ask her "Have you ever thought about doing Mary Kay?"

The Spa Experience: Items to bring

By keeping everything together and ready to go, you will be MUCH more inclined to book these delightful parties at every opportunity! Success is that place where preparation and opportunity meet!

Full-sized demo products or samplers you will need

* = sampler available to order

Oil Free Eye Makeup Remover	TimeWise in both formulas *
Indulge Soothing Eye Mask	Satin Lips Set
Rosemary Mint Pedicure Set	Satin Hands Set
Day and Night Solution *	Eye Primer *
(Microdermabrasion and Even Complexion Essence to show)*	
TimeWise Age Fighting Eye Cream *	TimeWise Firming Eye Cream *
Oil Free Hydrating Gel *	Intense Moisture Cream *
Cream-to-Powder Foundation samples *	Eyesicles - all 3 colors
Ultimate Mascara *	Waterproof Mascara
Highlighting Bronzing Powder	Lip Gloss *
Visibly Fit Body Lotion *	Nail Polish and Top coat
Optional: Private Spa Lotions *	

Other tools you will need:

CD of relaxing music, candles
Cotton balls and/or squares - lots!
Nail polish remover
A bath towel, hand towel (for the face wrap) and washcloth for each guest
Mirrors and Trays with Styrofoam
Sponge tip applicators
Mascara wands
Spatulas
Sponges for applying cream-to-powder foundation
Dish pan for feet
Foot file for each guest (Dollar Tree!)
Optional: Lavender oil
Plastic bags for feet
Your OWN filled Travel Roll Up Bag to show!

Paperwork needed:

“The Spa Experience” color sheet for each guest
Closing placemat for each guest
Sales tickets
Profiles
Look books
Pens and calculator
Datebook
Coaching packets
Team building information