

## Anatomy OF A SKINCARE CLASS

**Within 48 hours of booking date Coach Hostess:  
Get Guest List/ encourage Outside Orders/ fully explain Hostess Program**

**1. Strong Opening/ Meet Guests/ MK in marketplace/ First of 3 Parties (Ultimate Facial, Advanced Color w/ Brushes, Shop till you Drop)!/ 2 min. "I" story.**

**2. Why Women Love MK  
Buying Mistake Drawer/ 100% Satisfaction Guarantee/ Keep Looking Up-to-Date/ Try the Latest Products (Try Before you Buy)/Project Runway!**

**3. Demonstrate Hostess Plan w  
Props**

**4. Skin Care/Dash Out Door**

**5. Compliment Time**

**6. Table Close w/ Sets using  
Roll-up Bag/ Beauty Book  
Insert.**

**7. Individual Close**

**8. Sell Sets**

**9. Book 2nd Appointment**

**10. Do Interview at Ind. Close or  
Book to be held within 24/48  
hours**

Created by ESSD Chris Kurzawa & NSD Margaret Bartsch

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# REVIEWED PROGRESS BRINGS POWERFUL RESULTS

<p>1. NAMES OF POTENTIAL RECRUITS</p> <ul style="list-style-type: none"><li>•</li><li>•</li><li>•</li></ul>	<p>4. AREAS I FELT GREAT IN:</p> <ul style="list-style-type: none"><li>•</li><li>•</li></ul>
<p>2. BOOKINGS: NAME / DATE</p> <ul style="list-style-type: none"><li>•</li><li>•</li></ul>	<p>7. AREAS TO DISCUSS WITH MY DIRECTOR FOR IMPROVEMENT:</p> <ul style="list-style-type: none"><li>•</li><li>•</li></ul>
<p>3. SETS SOLD</p> <ul style="list-style-type: none"><li>• /</li><li>• /</li><li>• /</li></ul>	<p>4. TOTAL SALES _____</p> <p>4. TOTAL PROFIT _____</p> <p>8. I CALLED MY DIRECTOR BECAUSE I WANT GREAT RESULTS:) <input type="checkbox"/></p>

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