

# **Spalalala Merry Christmas!**

## **Jordan Essentials**

### **December Training POD (Power On Demand)**

#### **Flyers**

Enjoy informative flyers and flyers that promote the month's specials. Print them off and frame them to have at Wellness Workshops, Spa Shows, and Events. You can also use them as an attachment to an email for a Hostess or Customer and post on a Facebook page.

You will find your monthly POD theme flyers in the Monthly Folder in the Jordan Essentials Training University.

#### **Spa Party Outline**

Use your 60 Minute Party Steps (found in the JE University in the Spa Shows Section) to help keep you on track throughout the party.

#### **Welcome and Meet & Eat**

Once guests begin arriving, welcome each one and encourage them to mingle, eat, and drink as other guests arrive. Choose foods that go with your theme. Take this time to get to know your guests. Listen for clues on skin care related issues they need solutions to.

#### **Hand Spa**

Every party should include a hand spa. It is the first treatment they will receive and will make a lasting impression.

As guests arrive, the Hostess should direct them to you at the kitchen sink. During the Hand Spa time you'll have a great opportunity to continue getting to know the Guests, strengthening those relationships.

(Note: Have the Hostess serve refreshments at the beginning, so they have washed their hands, have eaten and can sit and visit BEFORE the show ...not during.)

Your Sink Set-Up Should Include:

- Hand Soap
- Salt Scrub
- Spoon or Scoop
- Shea Butter Lotion
- Paper Towels

Hand Spa Script - it's important that you use your own words; however, here's an example:

#### **EXAMPLE CONVERSATION WITH EACH GUEST**

- (Place Hand Soap into the palm of guest's hand)

**My name is (name). I am glad you came to (Hostess)'s show. You are going to have so much fun tonight!**

- (After they have rinsed their hands, place Salt Scrub in the palm of their hands)

**Do you live near here? Have you ever used salt scrub before?**

- (Help her rinse her hands)

**Doesn't that feel great?! We call that the WOW factor. People always say wow when they rinse. Just imagine an allover body exfoliation or just your feet.**

- (Have her pat dry her hands and then give her a small dot of shea butter)

**Tell me what do you do to relax?**

**(Guest's name) what do you do with your time in your day?**

- (Have her finish her thought and send her to the area where the gathering will occur)

**(Guest's name), thank you so much for visiting with me. Take this foot tub into the living room and relax! I will be in shortly to share some other treatments and skin care tips. Enjoy!**

### **Game – Holiday Match**

Have guests write six items associated with Christmas. After everyone has the items listed, have a guest start the game by naming one of her items. Each guest who has that item on their list has to cross it off. The next guest calls an item from her list, and play continues around the room until the first guest has all her items crossed off and is the winner of the game.

### **Monthly Theme Review**

Review our theme this month – Spalalala Merry Christmas!

### **Use your Hostess & Customer Specials Flyer and the Product hotsheets here.**

This month we are offering Happy Feet Collection for only \$5 with any \$150-\$499 Jordan Spa & Wellness Party. Get it FREE with any \$500+ Jordan Spa & Wellness Party!!

This month's Customer Special is Winter Mint Lotion Bar for only \$5 with any \$50 purchase. Review the product hotsheet referring to the key ingredients. (Note: \$5 Customer Special counts towards Party Retail Value but does not count towards PV.)

### **Peppermint Oreo Truffles (handout)**

Now, they may look intimidating because they're an attractive dessert, but they're really simple to make. And there's the added bonus of only needing 5 ingredients.

### **End of the Party**

Follow up at the end of the party with samples, visiting with guests about booking shows, and joining JE.