

# Happy Sweet 16<sup>th</sup> Birthday Jordan Essentials!

## Jordan Essentials

### February 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:

- Shower Gel
- Soap Saver - filled with the gel and water to make hand wash
- 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 soap from Soap Saver 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**

### **Deal or No Deal**

This game is great for booking more parties! It works best if played at the end of the party when people are already thinking about booking a party.

You will need four envelopes and a basket of wrapped samples (prizes). The four envelopes will each have an index card in each one that has a different value written on it. One with \$1, another with \$2, another for \$4, and finally one for \$7. These values are worth actual dollars toward a purchase from the catalog.

1. To start the game, choose one player to come and pick an envelope. Explain to everyone what's inside the envelopes and that they can go toward any purchase tonight.
2. Have all the guests join in a circle. Now have the envelope holder roll a die and pass the envelope down the circle however many times the die indicates. For example, if they roll a three they must pass the envelope down three players. They get to decide if they want to pass it to their left or their right.
3. Repeat step 2 four times. The person who ends up with the envelope on the last roll wins.
4. BEFORE they open the envelope offer them the 1st DEAL. The deal is that since they are the lucky one who ended up with the envelope then they could decide to keep the envelope they are holding or trade it in for another. Usually by this time everyone is encouraging them to either "keep it" or "trade it".
5. Whatever they decide, before they open the envelope offer them another deal! Tell them "That envelope could be worth \$7 or it could be worth just \$1. I will trade for any prize out of the gift basket." Again the other guests will be rooting for them to "trade" or "keep". The excitement is building and that's just what you want.
6. Now it's time to offer the player the FINAL DEAL. Tell the player that you have one final deal to offer them before they open their prize. The deal is that you will give them back their envelope (if they

traded it) and double the amount inside and let them pick out a gift from the gift basket IF they will book a show tonight and help (Hostess) out.

Most of the time, if you play this game near the end of the party, they will book a party of their own because you have already gotten them to think about booking one anyway.

### **Monthly Theme Review**

Review our theme this month –Happy Sweet 16<sup>th</sup> Birthday Jordan Essentials.

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

This month we are offering a 4 ounce Skin Relief and a 2 oz. Shorty Shea Skin Relief duo for only \$6 with any \$200 Jordan Party!!

This month's Customer Special is an exclusive Birthday Cake & Mint Chocolate Chip Ice Cream Wax Melt Duo. Review the product hotsheet referring to the key ingredients.

(Note: \$5 Customer Special counts towards Party Retail Value but does not count towards PV.)

### **Gluten Free Birthday Cake (handout)**

Gluten Free Birthday Cake!! Perfect for our Jordan Essentials Sweet 16<sup>th</sup> Birthday Party!

### **End of the Party**

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