

# **Presents & Pumpkins Jordan Essentials November 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 – Pumpkin Game**

The Pumpkin Game is less pushy than asking every customer if they want to book their own party. You offer incentive - everyone likes something for free! They get to make the decision to help their friend out. The Pumpkin Game also encourages the hostess to get involved with booking parties, because she gets an additional bonus if three people book a party. And of course, you reduce the risk of cancellations by keeping your parties booked within 30 days!

- Buy 6-12 small pumpkins.
- Tell your guests, I'm giving Suzy Hostess three pumpkins. Sit back and enjoy, and watch what we do during the party. When you're ready to book a party of your own, come up here and take a pumpkin for yourself. Enjoy yourself and come up for a pumpkin whenever you're ready."
- Remember to mention the pumpkins throughout the party.
- Say things like:
- "Suzy Hostess is going to earn stuff like this for free for hosting this party. Don't forget to get a pumpkin to earn free product of your own!"
- "Are we having fun? Get your pumpkin from Suzy Hostess if you want to have your own party!"
- After the party during the ordering process, when a customer comes in with a pumpkin, you can immediately jump into the booking process. Make sure they are aware the party has to be booked and held within 30 days to be eligible for the bonus (and to allow their hostess to get the bonus).
- Once they are booked, let them know they must have at least 10 people in attendance to get the bonus - you can say something like "Now all you have to do is get at least 10 people at your party to get your bonus gifts!"
- The hostess only gets her bonus when all three parties have been booked and held within 30 days. If any parties are canceled or moved farther than 30 days, they are no longer eligible. You get to choose what her bonus is; you can do samples, discontinued products, or even products not from your company that might work with your product..
- The \$50 bonuses work the same way. You choose, and are only distributed if the party is booked and held within 30 days and have a minimum of 10 guests.

### **Monthly Theme Review**

Review our theme this month – Presents & Pumpkins

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

This month we are offering our November Joyful Jordan Box 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 Pumpkin Pecan Pie Room & Body Spray 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.)

**Pumpkin Bars (handout)**

A homemade pumpkin sheet cake topped with cream cheese icing that will feed a crowd. Everybody loves them!

**End of the Party**

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