

## **Happy 15<sup>th</sup> Birthday 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.

Our Theme is, "Happy 15th Birthday Jordan Essentials." Jordan Essentials has been providing healthy, safe, and effective skin care solutions for 15 years. We are woman owned, made in the USA, and affordable. Our products are made from botanical ingredients safe for the entire family. You can be assured our products do not contain aluminum, parabens, petroleum, mineral oil, DEA, or isopropyl alcohol. All of our products are SLS and Gluten Free as well. Jordan Essentials is a family skin care company you can trust!

### **Pre-Show Checklist – Spa Show Card #9**

Your Spa Show Cards provide a Pre-Show Checklist. Make sure you have everything you need for a successful Spa Show Party.

### **Spa Party Outline**

Use your Spa Show Cards 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.

### **Lobster Claw Hand Spa Using the Basic System (February Hostess Bonus Buy)**

One at a time begin the Lobster Claw Hand Spas. A Lobster Claw Hand Spa is very similar to a regular hand spa which can be found on Card #12 in your Spa Show Cards but with a little twist. At a water source or sink demonstrate the Soap Saver with Shower Gel and Salt Scrub. Pat hands dry, then add Shea Butter. Wrap their hands in warm moist Viva paper towels and place Saran Wrap around the paper towels. This will create a warm moist atmosphere to allow the Shea Butter to do its magic and make their hands soft and smooth. Be sure to mention February Hostesses can get the Jasmine Fig Basic System for only \$10 with any \$300 show. It is also the 1<sup>st</sup> birthday for the fragrance, Jasmine Fig. How fun is that?!?

### **Back to your Spa Show Cards**

#### **Share why we are here tonight – Spa Show Card #15**

Your Spa Show Cards will walk you right through this step.

Have guests remove their Lobster Claw Wrappings. Ask them how their hands feel.

#### **New Product Bingo – Fun Spa Show Game & Booking Game All In One**

Bingo is a fun game to play while teaching guests about new Spring 2015 products and our other healthy, safe, and effective skin care products. Not only are you playing a fun game but you are teaching guests at the same time.

Give each guest a blank JE Bingo Card. Have them write in the word you read in a random square and tell them to try not to make it just like their neighbors. This is a cool and unique way to bring essential health right into their homes.

Begin with #1. Center Square and Free Space is Jordan Essentials. Read the explanation from the Bingo Verbiage worksheet.

Move to #2 – Cover, have them write the word Cover on any random square on their Bingo Card. Read the description from Bingo Verbiage worksheet.

So on and so forth until you get to # 22. Book My Party. They can only write the words “Book My Party” in a square if they want to book a party with you. At Spring Launch on February 7, 2015 a new booking tool will be launched and you will use that tool here. If they want to book a party with you then you will give them one of the new booking tools.

Then #25 is Join. They can only write “Join” in a square if they want to sit down and have an Opportuni-Tea with you. (see Opportuni-Tea Flyer in the Monthly POD folder). An option is to have a gift pack of a Tea Bag, Catalog, and an Opportunity Audio to give to them for setting an Opportuni-Tea with you.

Now that their cards are all filled in, it is time to play Bingo! For those that want to book a party and/or have expressed an interest to book an Opportuni-Tea with you their cards will be completely full, the other guests will have open spots on their cards. Hint: it is easier to win Bingo if they have booked a show with you and/or expressed an interest in an Opportuni-Tea with you.

Pull pre-cut words out of a basket and the first person to yell Bingo wins. Have small prizes for winning such as sample products, spritzer pens you can make for them with an essential oil of their choice, etc. It is always best to give JE products as the prize for winning.

### **Monthly Theme Review**

Review our theme this month – Happy 15<sup>th</sup> Birthday Jordan Essentials! Founded in 2000, Jordan Essentials is a company you can trust. We are an American-owned company with healthy, safe, and effective skin care solutions for real families!

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

This month’s Hostess Special is our Jasmine Fig Basic System with Shea Butter. Review the product hotsheet referring to the key uses and benefits. Be sure and refer back to how great their hands feel after the Lobster Claw Hand Spa. When you host a \$300 show with me, you can get your very own for only \$10. It’s a \$30 value.

This month’s Customer Special is our Sweet Cucumber Melon Lotion Bar only \$5 with any \$50 purchase. The Lotion Bar that started it all is turning 15! Review the product hotsheet referring to the key uses and benefits and the key ingredients.

### **Not Your Average Cupcake Recipe (handout)**

No birthday celebration is complete without cake! Use this easy cupcake recipe for a Birthday Celebration for Jordan Essentials turning 15!

### **Share the Opportunity – Spa Show Card #28**

Your Spa Show Cards will walk you right through this step.

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