

## **Start the New Year Off with Healthy Skincare Solutions January 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 Start the New Year Off with Healthy Skincare Solutions. Have you ever checked the ingredients on your favorite lotion, moisturizer, or skin care product? Some ingredients can be pretty scary. Let Jordan Essentials teach you about healthy skin care solutions while educating you about chemicals to avoid.

### **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**

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.

### **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.

### **What's In Your Purse Game (you will need a blank sheet of paper and pens for each guest)**

Have each guest number from 1 to 11 on their sheet of paper. As you read the statements have them put their point values next to each number.

For example the first statement is "Give yourself 3 points if you have lip gloss, lipstick, or chapstick in your purse. If it has Petroleum or Mineral Oil in it subtract 2 points." A guest has a tube of Vaseline in their purse. They would get 1 point to write next to number 1 on their paper. Keep reading the statements until all have been completed.

Have each guest add their points up to determine the winner. Have a small prize for the winner or winners in the event of a tie.

In between each statement be sure and educate the guests about what products are on the “Say No To” list and refer to the Jordan Essentials Solution Natural Ingredients (use handouts here) and what JE has to offer that is healthier for them and their families.

Now you can earn FREE products and a purse of your very own!

### **Booking Game**

Small booking prizes:

Use 3 small purses and inside can be a Basic Face Care System sample set, a Basic Body Care System sample set, or any serum sample size products. Put the sample set in a mini purse which can be purchased for about \$2 each at [http://mygirlfriendshouse.com/mod\\_dots\\_mini\\_purses.asp](http://mygirlfriendshouse.com/mod_dots_mini_purses.asp) or [www.allaboutshows.com](http://www.allaboutshows.com) or at any Dollar Shop. As an alternative you can also use cute little gift bags.

Play the Left Right Left Game. Read the story and have guests pass the purses right when you say right and left when you say left. If the guest wants to book a party have them shout “book” then they get the purse and the item inside. Keep going until the story is complete. The winners get the prize inside the purse but those that book get the purse and the gift inside. As an added bonus you can offer a free full sized product to those who book a show with you. Give it to them at their show as a Hosting Gift.

Next month is Jordan Essentials 15<sup>th</sup> Birthday! The celebration is going to be huge and we will have great deals going on all month long in addition to our Hostess and Customer Specials. We will be partying all month long!

In honor of Jasmine Fig’s one year birthday we will be offering our February Hostesses a Jasmine Fig Basic System with Shea Butter for only \$10 with any \$300 show. It is also the 15<sup>th</sup> birthday for the Lotion Bar that started it all. In February you can get a Sweet Cucumber Melon Lotion Bar for only \$5 with any \$50 purchase. Enjoy savings with Jordan Essentials and help us Celebrate 15 years of bringing Healthy Skincare Products to you and your family!

### **Monthly Theme Review**

Review our theme this month – Start the New Year Off Right! Jordan Essentials will help you keep your New Year’s Resolution for healthier happier skin for your entire family.

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

This month’s Hostess Special is our Time Rewind Eye Cream. Review the product hotsheet referring to the key uses and benefits and the key ingredients. 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 8 oz. Sea Spa Salt Scrub only \$5 with any \$50 purchase. This fragrance is hugely popular for women and men. Review the product hotsheet referring to the key uses and benefits and the key ingredients.

### **New Year’s Tradition Trivia Recipe (handout)**

Start a fun and healthy New Year’s Tradition with your family.

**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.