

Pedicure Preparation

SUPPLIES:

Pan, towel, cotton balls and disposable razor for each guest
Look Book, Profile Card, Sales Ticket and Inkpen

PRODUCTS TO DEMO:

Satin Hands (preferably fragrance free)
Mary Kay 2-1 Body Wash and Shave
Mary Kay Body Lotion
Nail Polish and Base/Top Coat

SUGGESTED PRODUCTS FOR DISPLAY OR DEMO:

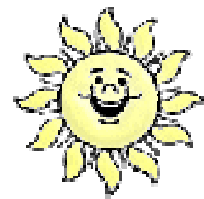
Subtle Tanning Lotion
Sun Protection SPF 30
Tinted Lip Balm SPF15 or other Lip Samples
Ultimate Miracle Set (demo on back of hand or for display)
Color Compacts filled
Oil Free Eye Makeup Remover
Eye and Lip Crayons from Spring promotion
(Be creative with this section.)

INDIVIDUAL CONSULTATIONS:

Close Sheet showing Sets
Datebook
Hostess Packets
Recruiting Info
Calculator
Inkpen



Pedicure Instructions



HAVE AN EYE-CATCHING DISPLAY AND HAVE FUN!

1. Open your show as usual—Thank hostess, introductions, give information about the company, 100% guarantee, agenda for pedicure show, opportunity to book your own show, etc
2. Give everyone their packet (Look Book, profile card, etc.) and have them fill out the profile card. Let them know you will add them to your mailing list to receive the current Look Book each quarter. Tell them about your customer service—personal website, delivery of product, etc.
3. Demonstrate Satin Hands on their hands and tell them that their feet will feel just as soft.
4. Put warm water in pans. Give them hand softener for them to rub on their feet to soften
5. Give them the hand scrub to rub into their feet to exfoliate dead skin and calouses.
6. Have them put their feet into the warm water and let them soak. You can put marbles in the pan so they can roll their feet on them—feels like a foot massage.
7. While their feet are soaking—you can demo and give ‘commercials’ for some of our other products. Definitely, talk about benefits of booking their own show and how it will help their hostess. Good time to share your ‘I’ story and share 5-minute marketing plan. Have a drawing from their feedback forms for a prize.

Put a line on the back of their hands of all of the crayons and have them wipe it off with a cotton ball with Oil Free Eye Makeup Remover. You will sell many of these items!

Pick up the Miracle Set and talk about the benefits—Microdermabrasion, Replenishing Serum + C, Subtle Tanning Lotion, SPF products. You may want to give the guests a lip sample to try.

8. Have guests get legs wet and have them use Mary Kay 2-1 Body Wash and Shave to create lather on legs. Have them use the disposable razor, rinse legs and feet and dry. Have them apply Mary Kay Body Lotion to legs and feet.
9. Wipe toenails with cotton ball to remove lotion. Apply nail color and top coat.

Ask guests what they enjoyed most. Hand out set sheets and go through them. ** Note the **Customized Additional Products** section on the close sheet is the area for you to have the guests write in products you presented and the price.

10. Offer any gifts with purchase you may have. Conduct Individual Consultations!

'Pretty Feet' Pedicures

Satin Hands	\$34.00
Mary Kay 2in1 Body Wash and Shave	\$14.00
Mary Kay Body Lotion	\$14.00
Nail Color	\$ 8.00
Base/Top Coat	\$ 8.00
	<u>\$78.00</u>



Customized Additional Products

1.	_____	\$ _____
2.	_____	\$ _____
3.	_____	\$ _____
4.	_____	\$ _____
5.	_____	\$ _____
6.	_____	\$ _____
7.	_____	\$ _____
8.	_____	\$ _____
9.	_____	\$ _____
10.	_____	\$ _____

