

# The Ultimate Facial

## Supplies Needed:

I use the Gold Quilted Arbonne Bags for my supplies:

Bag with products: FC5 Cleanser/Freshener, FC5 New Cell Scrub, Re9 Advanced Cellular Renewal Cream, FC5 Hydration Masque, FC5 Eye Cream, FC5 Night Cream, FC5 Day Cream N/D, FC5 Day Cream O/C, and Primer

Bag with closing materials: Thin 3-ring binder with Introductory Special Offers, Client Profile Sheets, Ultimate Facial Instructions, Retail Order Forms, and Applications. Also 1 catalog for each guest, Opportunity Packets, calculator and pens. (There are some cute Arbonne Pens on The Place.)

Bag with placemats, wash cloths, bowls and mirrors.

## Set Up:

Get there 20 minutes early to set up & greet guests (Remember their names and find out a little about each guest.)

- Placemat for each guest (to protect their table)
- Melamine bowl for water
- Mirror in middle of placemat
- Gift for participating in the facial (can use any sample, or small Foot or Hand Cream)
- Disposable wash cloths by the sink (Order from [bannertherapy.com](http://bannertherapy.com) 888-277-1188  
Spa Essentials Soft Cloth Disposable Washcloths 12" x 13.5"  
Product #08-028 48.50 a case 4.85 a unit)



## Ultimate Facial:

Thank your host, introduce yourself and share your "Why" (2 minutes).

"Tonight you will be receiving an Ultimate Facial. We will cleanse, exfoliate, hydrate & moisturize your skin. This facial was developed by a Master Esthetician and is used in a salon in California. They charge \$150 for this facial and use the products that you will be using tonight. I want you to know that you will receive this facial absolutely complimentary and there is no obligation to purchase, but when we are finished with the facial, I will offer you an absolutely "killer" deal if you would like to purchase the products.

Also I would like you to watch what I do tonight and notice how easy this is, because there are probably some of you that are sitting around this table that could use some extra income in your homes. There is a income opportunity that is attached to these products and if you have even a little curiosity about our Company, I would love to send you home with a packet of information that will help you understand our business better.

So let's get started.....

Take your mirrors and take a look at your skin and memorize what this looks like because I want you to see it again after you finish so you can see and feel the difference."

Keep track of which hand you're putting cleanser etc. on -

- Put **FC5 Cleanser** on the back of their hand. Have them take the product and dot their faces. Wet their fingertips in the bowl of water and add water to their face to move the product around. Rinse the cleanser off with a wet wash cloth that you have moistened at the sink. (I use the bowl of water for them to moisten their fingertips to add water to their faces because it saves time from them getting up and down going to the sink.)
- Then take **FC5 Exfoliating New Cell Scrub** on the back of their hand, and follow the same procedure you did with the cleanser.
- **RE9 Advanced Cellular Renewal Mask** on their face for 10 minutes (Let them know that any tingling, redness etc. is normal.)
  - Use this time to talk about The Arbonne Difference (including no animal products, no animal testing and you might want to mention what a rendering plant is; also the 3 categories of skincare.)
  - Use a new wash cloth to rinse off mask and make sure it is removed completely.
- **FC5 Intense Hydration Mask** for 10 minutes – talk about Arbonne's other product lines (use Arbonne Overview Flyer) I like to bring my favorite product of the Arbonne Cosmetic Line – the Primer (use some on the back of the hand that has been used to put the cleanser, scrub and Cellular Renewal Mask on. They will feel and see the difference between the backs of

their two hands. Make sure that they do not rub the back of their hands together. You want them to use their fingertips from the one hand to put the Primer on the other hand, so they can compare the difference and feel the silkiness of the Primer.) "I want you to feel how soft and silky this product is. You can see the difference between your two hands, and that's the difference it's going to make on your face as you use the Primer.

- Have them quickly massage in the **FC5 Intense Hydration Mask** and then rinse it off with a wash cloth.
- Apply **FC5 Hydrating Eye Cream**
- Apply **FC5 Moisturizing Night Cream**

### **Close:**

"How does your skin feel? Now look at your skin in the mirror and at the person sitting across the table from you. Don't you just love how this makes your skin look and feel?"

I told you I was going to give you a killer deal tonight, so I want to give each of you my Ultimate Facial Introductory Special. (Hand them your special sheet. You can decide what kind of special that you want to give them.) This special is good tonight and for the next two days.

(At this point I also hand out a Client Profile Sheet for them to fill out and also a catalog.) "I have a catalog for each of you and also a Client Profile Sheet. You are going to want to fill this out because then I will be able to keep you informed of any specials that I may have and also be able to invite you to my Open Houses. My Open Houses are a lot of fun. You will be able to taste, touch and feel the different product lines, there will be samples there for you to take home and I also have drawings for free products. Please include your e-mail address. That is the easiest way for me to get in touch with you. I promise I will not bombard you with e-mails. You will probably be lucky to receive something from me once a month. We also have a Preferred Client Program for those of you who would be interested in opening your own account with Arbonne and you would receive a 20% discount on your orders. If any of you want some information on this program, please let me know. (See Preferred Client Introductory Special)

"Before we started the Ultimate Facial, I asked you to watch what I did and see how easy it is because you might want some additional information on this company and our business. I have some packets that explain a bit about what I do – does anyone want to take one home?" (If someone says yes – take the packet out, and open it in front of everyone and go through it really quickly – my experience is that after you go through the packet really quickly, a

couple more people may ask to have one to take home also. **The key thing is that you must ask if there is someone that would like to take one home! )**

(After they have filled out the Client Profile Sheet and I am meeting with them individually to take their orders, say the following.) "I know that there are probably some things on your wish list that you weren't able to get tonight, so you may want to schedule your own kitchen table presentation, just like we had tonight, so that you can get some of those products for free. Your friends and family will be able to enjoy the Ultimate Facial just like you did ."

You can use this same outline if you are using the RE9 Advanced Products. Here are the products you will need:

- Smoothing Facial Cleanser
- FC5 Exfoliating New Cell Scrub
- RE9 Cellular Renewal Masque
- FC5 Intense Hydrating Mask
- RE9 Advanced Regenerating Toner
- RE9 Advanced Corrective Eye Creme
- RE9 Advanced Night Repair Creme.



**Put products in a clear cellophane bag with a bow – Make sure to include the Ultimate Facial Instructions.**

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