



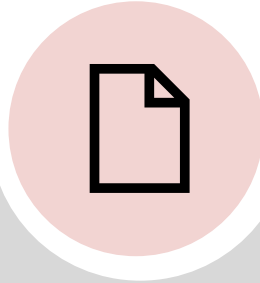
SKINCARE CONSULTANT

SUCCESS GUIDE 2021



WELCOME

CONGRATULATIONS ON BECOMING A SKINCARE CONSULTANT!



“The Artistry® brand began with a vision to reveal the beauty that resides inside every woman and man. Sharing knowledge and understanding from person to person. Extending an invitation to explore and express. Beauty is a process, an elegant endless evolution towards personal fulfilment.”

HISTORY

ARTISTRY® debuted in 1968 in the USA by Edith Rehnberg, wife of NURTILITE® founder Carl Rehnberg. In the 1970’s, the Artistry line began including skin care formulated to suit all skin types and expanded as an international brand, reaching Australasia in 1976. Our research is based in third party testing – 950 scientists and 200 patents.

The new millennium ushered in an even more technologically advanced Artistry brand going beyond traditional anti-aging. Together with a Skin Inspection Lam (SIL), you are able to educate others and share the quality and science of Artistry, whilst providing a unique and quality service that is focussed on results. Artistry is the only direct selling brand classified in the prestige category; among the world’s top five companies, including Lancôme, Clinique, Estee Lauder & Shiseido.

With a relationship with Nutrilite®, an organic nutritional company, Artistry products are designed to enhance beauty as well as skin health, containing herbs and botanicals as active ingredients, producing faster and nourishing results.

HEALTH & BEAUTY TRENDS

Artistry products are more concentrated and go further than the competitors same sized product, which is a benefit that keeps clients satisfied and returning to purchase again and again.

There is over \$216 million global sales with Artistry beauty and personal care products.

As most people know, health is projected to be the next trillion dollar industry. Euromonitor® also expects high levels of growth in the beauty industry in the years ahead. The international anti-aging industry is already a \$165* billion industry!

Today, more and more people are becoming aware of their appearance and this is reflected in the high growth of the beauty industry. It is highly desired and consumable, generating an incredible opportunity for anyone willing to provide high quality products with high quality service and care.

Now is the time to take advantage of the success of this industry and build your own business to experience your own successes.

*Transparency Market Research (TMR). “Anti-Aging Market – Global industry Analysis, Size, Share Growth, Trends and Forecast, 2013-2019”; Published August 2015
<<http://www.transparencymarketresearch.com/pressrelease/anti-aging-market.htm>>

STEPS TO SUCCESS

These notes will help you to understand and be able to implement the ideas and technique that have proven successful.

Training is regularly available and is essential to your success. Your opportunity within this method is as big as you can dream!

Remember to attend every training session available that you can to help you to learn and grow.

P

PREPARE

Read through this guide and work closely with your coach/support team

T

TOOL UP

Get tooled up by checking off the list of things you need in the tools section

L

LEARN

Practice with your coach/support team and watch a consultation to build your confidence. Use resources such as e-Learning, CDs, DVDs and ask for access via your coach/support team

B

BOOK

Follow the script section as a guide to book your first skin analysis appointments. Do 4x lots of training with your coach/support team; 2x double appointments and 2x single appointments. This will help you gain experience.

Re-evaluate how you are going with your coach. Always strive for improvement.

F

HAVE FUN SHARING!

Have FUN and get REWARDED for sharing the opportunity and products.

BUSINESS PLAN

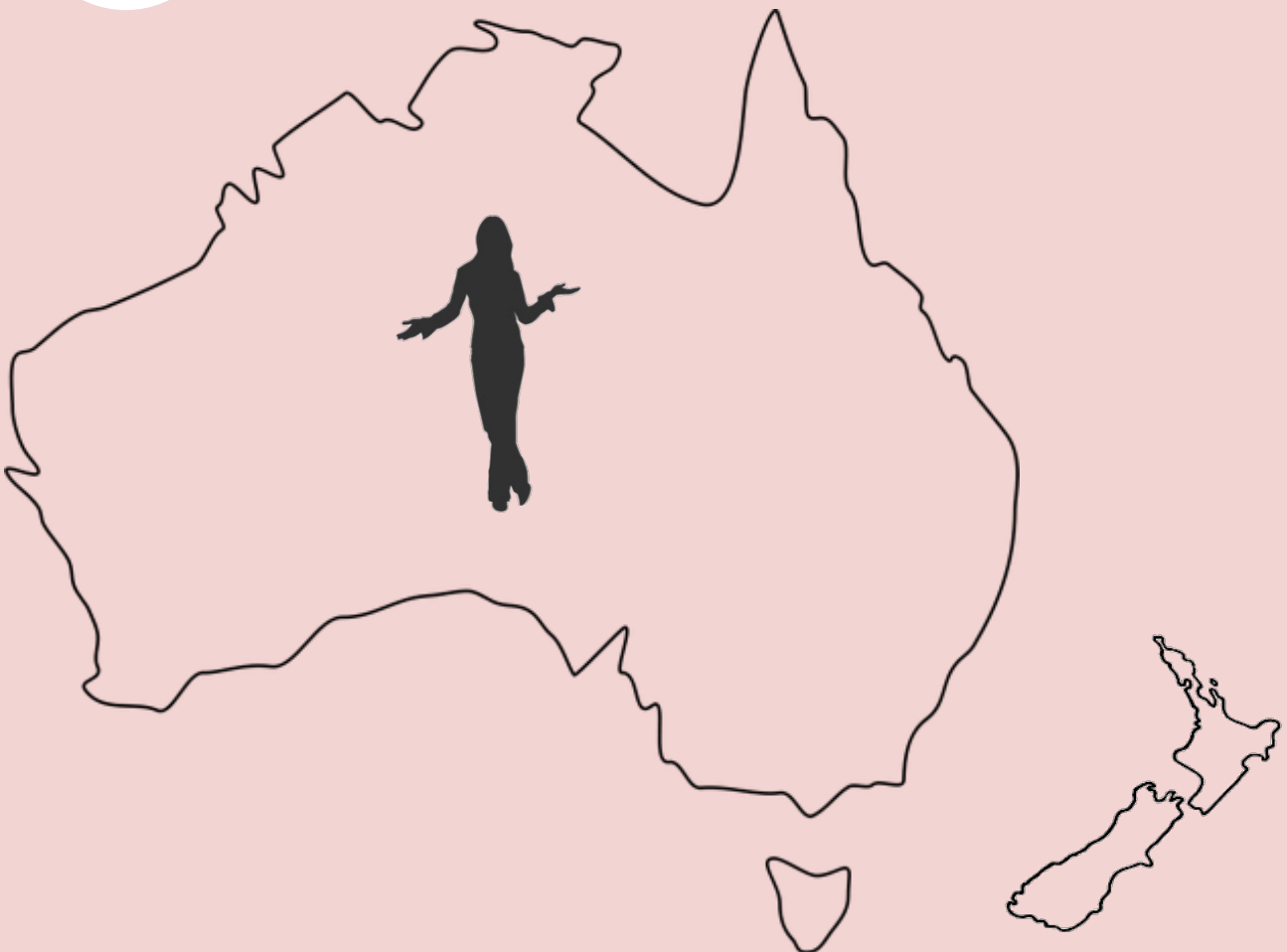
It is natural for a new consultant to focus on selling and referrals.

However, Artistry® acts as a business within a business, and by introducing the incredible skin care and science, whilst educating and empowering others, you open your world to a totally new group of prospects and perhaps even have someone join your team.

Duplicate yourself and watch your business soar.

1

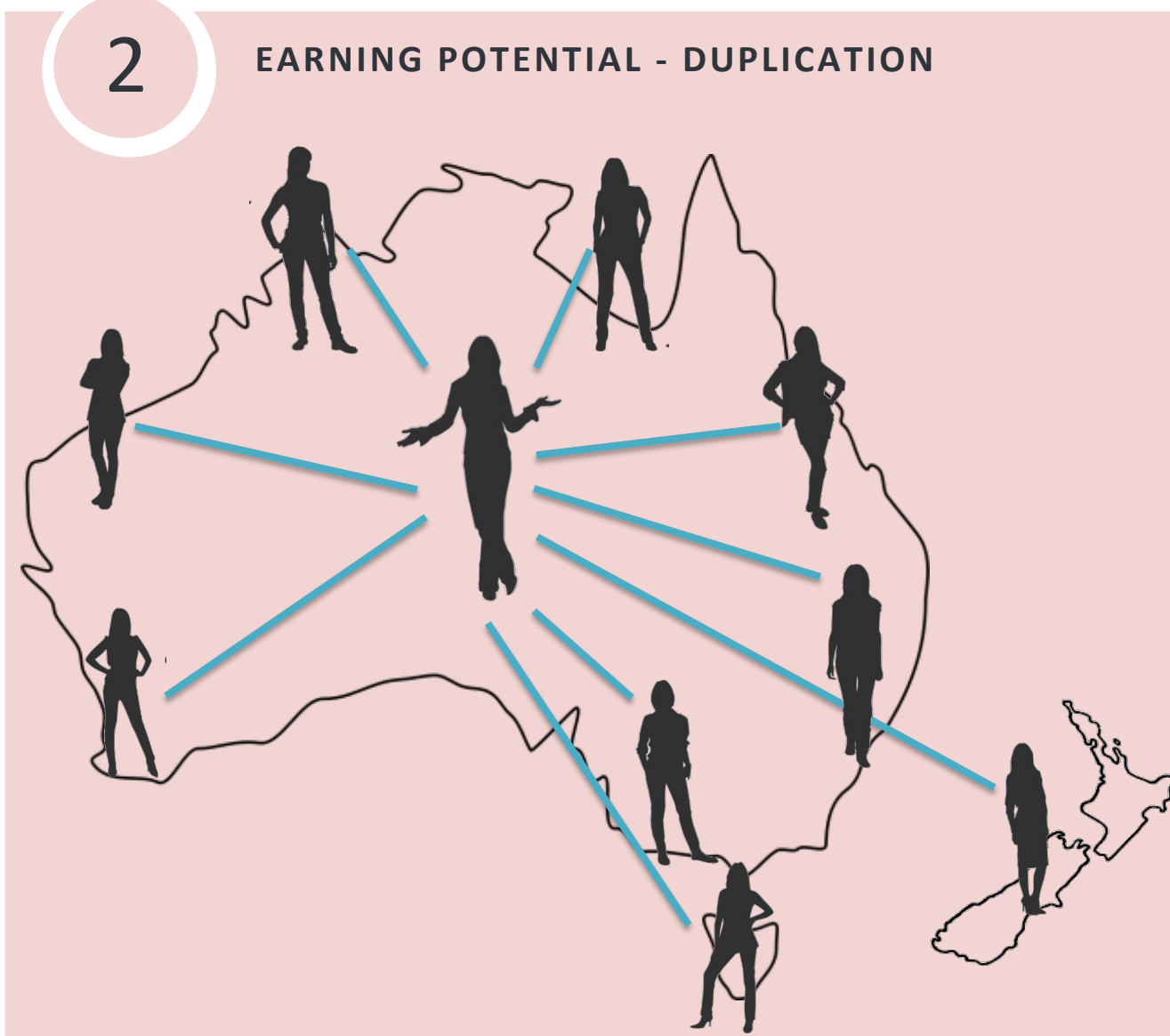
EARNING POTENTIAL - PROFITS



BUSINESS PLAN

2

EARNING POTENTIAL - DUPLICATION



You do your 20 facials per month = \$2,026.00 PROFITS

Find, Teach & Train 9 others to do the same,

Therefore, 9 earning \$2,006.00 per month,

You earn 27% (Ruby) Bonus = \$12,556.00

Plus your \$2,026.00 PROFITS for the month

Grand total income for the month = \$14,582.00

EARNING POTENTIAL

Month by Week (Note: Figure depicted below are average only)										
Hours per week	Facials per week	Week 1	Week 2	Week 3	Week 4	Total hours month	Total facials month	Total PV in month	Total Retail \$	Retail Profit \$ + Bonus
7.5	5	375PV \$1875	375PV \$1875	375PV \$1875	375PV \$1875	30	20	1500PV	\$7500	\$2026
6.0	4	300PV \$1500	300PV \$1500	300PV \$1500	300PV \$1500	24	16	1200PV	\$6000	\$1621
4.5	3	225PV \$1125	225PV \$1125	225PV \$1125	225PV \$1125	18	12	900PV	\$4500	\$1110
3.0	2	150PV \$750	150PV \$750	150PV \$750	150PV \$750	12	8	600PV	\$3000	\$740
1.5	1	75PV \$375	75PV \$375	75PV \$375	75PV \$375	6	4	300PV	\$1500	\$335
PV = Retail \$\$\$										

TOOLS & RESOURCES

Recommended tools to begin your ARTISTRY® Skincare business:



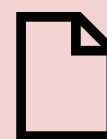
SKIN INSPECTION MACHINE

- Speak with your coach for options on how to purchase one



SKINCARE KIT

- Skin Nutrition Hydrating System
Skin Nutrition Eye Cream
- Youth Xtend Protecting Cream
Youth Xtend Enriching Cream
Youth Xtend Enriching Eye Cream
- Purifying, Hydrating & Polishing Masks
- Signature Select Serum
Micellar Make Up Remover
Anti-Blemish Gel
G&H Hand Cream



ESSENTIAL ITEMS

- Bowls x3
Towels x3
- Make-up pads (large)
Make-up brush
- Folder with forms & guides
- Receipt Invoice Books
1x Triplicate Book
1x Duplicate Book

8 Week Follow Up – Example Products

- *Signature Select Serums*
- *Signature Select Masks*
- *Renewing Peel*
- *Ultra Eye Lifting Serum*
- *Ultra Night Moisturiser*
- *Intensive Skincare Advance Skin Refinisher*

BOOT STOCK

It is also recommended to have 'Boot Stock' – items that you take with you to appointments for prospective buyers.



SKIN NUTRITION RANGE

Hydration System x1
Balancing System x2



YOUTH XTEND RANGE

Rich Cleansing Foam x2
Softening Lotion x2
Protecting Cream x2



ADDITIONAL ITEMS

Purifying Mask x2
Hydrating Mask x1
Polishing Mask x2
Micellar Cleanser
Anti-Blemish Gel

TIP

Boot sales are stock that you have with you. There is an 80% drop in sales if products are not on hand. This means the products are readily available to clients, which will stop buyer's remorse and the cancelling of orders.

BOOKING APPOINTMENTS



HOW?

Get a Diary!

Get a diary and decide when you are going to build your business. Control your booking times and plan ahead. Organisation is key!

WHO?

Make a list of people you know, from all facets of your life. You can divide the list into two or three prospect categories to get you started: "Hot", "Warm" & "Cool".

Think along the lines of:

Friends & family, Neighbours, Work, Sporting groups, Children's school or playgroups, Hairdressers, beauticians, gym instructor, nail tech, Local shop keepers, Husbands work place, Church, Social groups, etc.

STAY IN CONTROL



Don't let the public control you. Be decisive and work around your schedule: "...I am available Tuesday or Wednesday evening. Which would you prefer? OR "I am only available on weekends."

SET A GOAL



Set a goal to make 5 bookings in your diary for your first two weeks. This will give you momentum and prove you with experience and more opportunities to get referrals

STICK TO THE SYSTEM



This is a proven working system which will work for you too. Make contact with each person on referrals list by phone. Ensure that you are prepared and know what to say (see scripts section).

SKIN ANALYSIS

CONDUCTING THE SKIN CONSULTATION

1

CONFIRM

- Always confirm the appointment
- Never assume – don't waste your time
- *"Hi _____, it's _____. I'm looking forward to meeting you for your facial tomorrow at 3pm at 123 ABC street, is that correct?" - via text or phone call*

2

BRING & PREPARE

- Ensure you look professional and smart
- Bring your SIL machine, boot stock, accessory bag (with kit and extras), diary, profile form & folder

3

ARRIVE

- Ask where the kitchen table/bench is (with 2 chairs).
- Take out a pen and the profile form and say, *"If you would fill this out and tell me what you think is going on with your skin... Then we can analyse your skin in the SIL machine and commence the facial."*
- It is important to use your time wisely – set up your materials while the client is filling out the profile.
Try to not let the client wait for you.

CONDUCTING THE SKIN CONSULTATION

4

ARTISTRY 90 SECOND TALK

- *“Just a little bit about Artistry...” (refer to Consultant Folder)*

5

CLIENT PROFILE

- Run through client profile
- Ensure you look professional and smart
- Never assume and ask questions to best understand the client’s skin.
- *“Do you usually wear eye make-up?”*
“What is your usual routine?”
“Do you use eye cream?”
“What is your main concerns?”
“Where on the face is the concern?”
“What time of the day?”
- This is just an overview and a good chance to get the client thinking about their skin. The SIL machine will reveal specific problem areas.

6

IMPORTANT LESSON!

- *“The most important lesson you can learn today is that skincare is not a luxury item. It’s actually a necessity. We do it the exact same way as we shampoo and condition our hair or brush our teeth. We don’t even think about it, we just do it – correct? That’s how skin care should be for everybody.”*

CONDUCTING THE SKIN CONSULTATION

7

RUN THROUGH EACH PRODUCT

- *“The most important steps in skin care routine is to cleanse, tone and moisturise.”*
- Briefly explain what each step does
- *“Depending on what the machine shows us, will let us know what masque to put on you today.”*
 - *Hydrating Mask – Light/Purple/Dry*
 - *Purifying Mask – Pink/Orange/Oily*
 - *Make-Up Remover – Skin ages 75% quicker if make-up is left on*
- *“Skin routine must be done twice a day, every day – the skin needs consistency!”*

8

CLIENT PARTICIPATION

- *Explain how to cleanse the face and to towel dry with a clean towel...“Never ever share face towels.”*
- *“While you do that, I’m going to set up the machine and fill a bowl with water.”*
- *Always ask when the client returns from cleansing, how their face feels. Make it positive.*

9

EXPLAIN THE SKIN INSPECTION ANALYSIS

- *“I will draw on the sheet what I can see – such as congestion, dehydration, darkness, etc, through my magnified viewer. Then I’ll be able to put you on a skincare recipe that is specific to your skin’s need and type.”*
- Analyse the reading and explain to the client what you can see. *“Can you see that?”* Make sure to point out positives as well!

CONDUCTING THE SKIN CONSULTATION

10

MASK

- Most people use two masques –
 - Purifying Mask - where congested
 - Hydrating Mask - when dry
- Use your hand as a tray, applying with make-up brush on clients face. Always keep products neat and tidy.

11

EXFOLIATE

- Demonstrate the importance on the client's hand using the Polishing Scrub.
- Explain it will only be with one hand so they can see the difference themselves
- Wet hand in the bowl. Put clients hand on a towel on your lap and exfoliate. Explain the benefits of exfoliating.
"Can you feel the beads?"
- Rinse and dry.

12

HAND CREAM

- Explain the importance of SPF
- Hand crème contains botanical extracts to help diminish hyper-pigmentation and freckles
- Massage hand.
- Make sure to refer back to the masque and ask how it is feeling.
- Then make sure to compare the hands, to see results (using Skin Inspection machine as an option too)

CONDUCTING THE SKIN CONSULTATION

13**REMOVE MASK**

- Use a warm open towel and wipe from the bottom upwards
 - Once finished, fold the towel – always remember to keep neat and tidy! Presentation is important.
-

14**TONE**

- Use make-up pads. Give a compliment on how the skin looks. Show the pads if there is any leftover dirt.
 - *“How does your skin feel not? Cool, fresh, clean?”*
 - Toner is the last part of the cleaning process. Any step from here onwards is a treatment step.
-

15**EYE CREAM**

- Explain importance of eye cream and why we use the ring finder on the orbital bone
-

16**COMPLEXION SERUM**

- Explain that this is when you would use the ARTISTRY® - Signature Select Serum - but not until 8 week follow up appointment
 - Optional to use serum at the facial or to just let them feel the texture of the product. *“Doesn't it feel silky?”*
-

CONDUCTING THE SKIN CONSULTATION

17 MOISTURISER

- *Caution when opening the moisturiser – hold the tube with lid up to control the flow*
- *Show normal amount to use and explain using extra to massage face*
- *Massage the face in a gentle upwards motion*
- *“Now we will get you back into the machine to see the difference”*

18 SKIN INSPECTION MACHINE

- *“Wow! Can you see the difference?” – Seeing is believing, the client will trust the products*
- *“Can you see how the skin is totally protected against further damage? This does more than just protect your skin from the sun. Can you also see where the eye cream is? That will gradually absorb throughout the day.”*
- *“Can you see how the congestion has reduced? With regular use of cleanser and toner, this will continue to improve and we will really see a difference when you have used the products for 8 weeks.”*

19 REVISE PROFILE

- *“So to revisit, these were your skin concerns, and what the machine has shown.”*
- *“Do you notice and feel the difference?”*
- *“If the skin stays hydrated, it slows down the aging process dramatically”*

CONDUCTING THE SKIN CONSULTATION

20

RECAP THE CONSULTATION

- Pull out each product in front of the client
- *“So, to go over what we did today...You used the cleanser first. Did you find that easy to do?”*
- *“You used the deep cleansing mask. Did you notice under the machine that the congestion had reduced?
(for dry skin, say – “but the cleanser & toner that I would recommend would do this on a regular bass...you wouldn’t need the mask)*
- *“You also used the Refreshing Moisture Mask”
(“You wouldn’t need this, but it’s nice to use for today’s facial”)*
- *“You used the toner/softening lotion”*
- *“You used the eye cream, did you see the yellowness around the eyes in the machine?”*
- *You felt the ARTISTRY® Signature Select Serum, and we spoke about looking at that further at your 8 week appointment.”*
- *“And then we finished off with the moisturiser. Did you see how it protects the skin when we looked into the machine? This is an extremely important step in preventing sun damage and aging.”*

21

PERSONALISED SKINCARE RECIPE

- *“This is what I would recommend for your skin as basic steps... The cleaners, toner, day and night moisturisers. I would also recommend the eye cream based on what we saw in the machine.”*
- *Then you can say – “I also think your particular skin would benefit from _____ because of _____.” (e.g. Eye & lip make-up remover if they wear makeup, etc)*
- *“The way we use the products is twice a day, every day. Consistency will give you the results you want.”*

CONDUCTING THE SKIN CONSULTATION

22

CLOSING THE SALE

- The close that works best is as follows. This is where we expect the client to know what they need because the products sell themselves and the SIL machine has proven and confirmed this to them. Lay out three options moving forward. Something like this:
 - *“There are three options. We always require some sort of deposit, which can be made by either cash or credit card.*
 - The three options are:*
 - *“Number 1 – You pay straight away, upfront. Some do, some don’t”*
 - *“Number 2 – You leave a deposit, and pay the remaining balance in 2 weeks for example.”*
 - *Number 3 – What most clients opt for is paying the skincare off a little bit at a time, in the form of a layby system. With this option, we’ll take a swipe of your credit card, and you can nominate an amount & frequency that suits you. For example, \$50 per week, etc.”*
 - *“Whatever option you decide, you get your skincare products today! Okay, so all I need to know is what option suits you best – 1, 2 or 3?”*
 - ****Wait, don’t say a thing.****

NOTE

Please notes that the above payment plan is NOT an Amway payment plan but a personal plan set out by the Artistry Consultant.

CONDUCTING THE SKIN CONSULTATION

23 FEEDBACK & REFERRAL FORM

- *“While I pack up (and/or get your products), I would really appreciate if you fill in this feedback section on your profile about how your facial went.”*
- *“Did you learn anything new today?” (They will always say YES!)*
- *“Do you know anyone else that would be interested in being educated about their skin?”*

21 PRODUCT DELIVERY

- If purchased on the day, grab products from boot stock and go through with client
- If not, deliver products when specified with the payment option


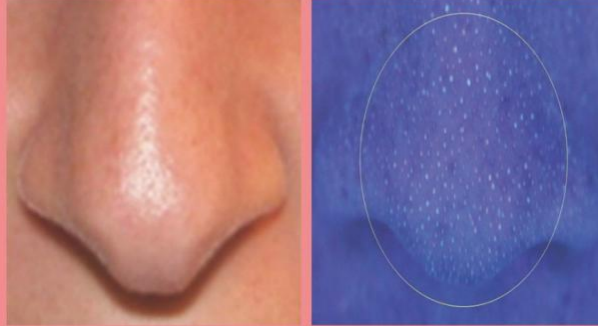

KEY TO SUCCESS

Referrals are the most important part of the process – the process becomes easier as you go along. If not, discuss this with your coach/support team, to go over this process and get the lines right, to ensure you are following the process and what you are offering is right.



SKIN INSPECTION MACHINE READING



<p>Dryness and Dehydration</p> <p>Naked eye view S.I.L. view</p> 	<p>Appears as: Light purple areas</p> <p>Possible causes: Not using moisturiser, inadequate fluid intake, stripping too much oil from skin when cleansing</p> <p>Recommended:</p> <p>Refreshing Moisture Mask YX Enriching Cream/Lotion Exfoliation, Moisture Plus **under 27 years of age Hydrating System</p>
<p>Clogged Pores and Congestion</p> <p>Naked eye view S.I.L. view</p> 	<p>Appears as: Bright yellow or orange dots = Blackheads</p> <p>Dark purple spots = papules Bright yellow or orange dots surrounded by dark purple spots = pustules</p> <p>Possible causes: Inadequate cleansing, using soap which creates wax build up, stripping oil from skin when cleansing, dead surface cells, inadequate diet & nutrition, hormones, stress & anxiety</p> <p>Recommended:</p> <p>Special Care Deep Pore Cleansing Mask</p>
<p>Oily Skin</p> <p>Naked eye view S.I.L. view</p> 	<p>Appears as: Red or pink patches.</p> <p>Possible causes: Large, open pores. Thicker skin, overstimulating the oil glands with products or diet</p> <p>Recommended:</p> <p>Under 17 years of age: Hydra-V refreshing gel system & Special Care Deep Pore Cleansing Mask</p> <p>Over 17 years of age: oily skin is not applicable</p>

Pigmentation – Freckles, Age spots, Hormonal mask

Naked eye view

S.I.L. view



Appears as: Dark brown spots

Possible causes: Sun exposure, hormones, some medications

Recommended:

- YX Enriching Cream/Lotion
- Ideal Radiance Complexion Serum
- Intensive Skincare Renewal Peel

Sun Damage

Naked eye view

S.I.L. view



Appears as: dark patches, usually irregular in shape and randomly scattered on face

Possible causes: Sunburn, sun damage

Recommended:

- Ideal Radiance Complexion Serum
- YX Enriching Cream/Lotion
- Intensive Skincare Renewal Peel

Wrinkles and Fine lines

Naked eye view

S.I.L. view



Appears as: Fine lines & folds, concentrates around eye & lip areas

Possible causes: Sun exposure, dryness, ageing

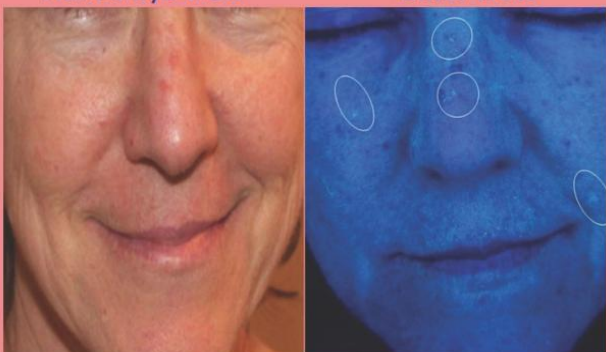
Recommended:

- YX Enriching Cream/Lotion
- Intensive Skincare Renewal Peel
- YX Serum Concentrate
- YX Ultra Lifting Eye Serum
- YX Ultra Lifting Serum

Dead Skin

Naked eye view

S.I.L. view



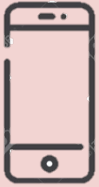
Appears as: White flakes, usually in patches

Possible causes: Not exfoliating skin, extreme cold weather, irritation/allergy to a product, sunburn

Recommended:

- Polishing Exfoliant

FOLLOW UP



3 DAY FOLLOW UP PHONE

- Let the client know that you will call them in 3 days time, to see how they are going with skincare and if they are using the products correctly.
- If they did not give you any referrals at the appointment, this is a good time to ask again, especially if they are happy with the results!
- Make sure to give the client time to ask any questions and clarify anything about the process that they are unsure of. Always be transparent!

8 WEEK FOLLOW UP APPOINTMENT



- Make contact with the client and confirm the appointment prior to the date
- Ask them if they have any questions or concerns and address them
- Put them under the SIL for the follow up analysis
- Recommend any additional products that they did not purchase at the first appointment and possibly adjust their recipe by switching products if needed, as indicated by their analysis
- Ensure that you comment on the progress and how the skincare is working for them – make everything a positive
- Replenish all products that they have completely used
- Make sure to book in another follow up appointment for 8 weeks time
- This appointment is much faster than the first... the first appointment was an investment of time for the shorter appointments that will inevitably follow.

6 QUICK TIPS FOR SUCCESS!

TIP

START RIGHT

1

ESTABLISH GOOD INVITES – the SIL is the reason why people want to see you!

TIP

REFERRALS

2

This should get easier as you go. Be clear with what you say and the process you follow

TIP

BOOT STOCK

3

Boot stock will allow you to take money and make sales up front

TIP

KNOW HOW TO CLOSE

4

Work towards a smooth and easy close each tim

TIP

FOCUS ON PERSON

5

Person-centred consultations make everyone interested in what you're doing and what they see. Tailor the appointment to them – use the face charts to fill in their personal skin concerns. Give compliments, say what you see and make everything a positive experience

TIP

PAPERWORK

6

Simple and quick. Keep good records so the person knows you are professional and that you value them as a client

SCRIPTS

CALLING TO BOOK A FIRST APPOINTMENT



HAVE YOUR DIARY READY!

Me: Hello is that (name on referral sheet)?

Client: Yes

Me: Hi how are you? My name is _____ and we don't know one another but (name of client you did a facial on) passed your name and number to me. Can we talk for a quick minute?

Client: Yes

Me: (Name of client you did a facial on) thought it would be lovely for yourself to receive a facial. Did she mention it?

Client: No

Me: That's ok she may have wanted it to be a nice surprise. Should I explain briefly how it works?

OR

Client: Yes

Me: Great! Should I explain briefly how it works?

Client: Sure

Me: The facial gets done in the comfort of your home. I come to you, I spend about an hour and 20 mins with you and I bring along a machine. What it does is basically analyses your skin under a lamp and the facial gets done accordingly to your skin type. No cost involved. Sorry I haven't got your suburb?

Client: Boronia

OR

Me: Is your suburb (blah blah)?

Client: Yes

Me: I can do a facial during the week, during the day or at night and also on the weekends. What's good for you? (Have your diary ready)

Me: (make appointment time, date and address) I will see you then (go over time, date and address). Thank you and have a great day.

SCRIPTS

CALLING TO BOOK A FACIAL USING THE BEAUTY BOX

Me: Hello is that (person's name)?

Client: Yes

Me: Hi how are you? My name is _____ and we don't know each other but you left your name and number in a beauty box at (shop name, suburb).

Do you have a quick minute? Just to explain how it works.

Client: Yes

Me: The facial gets done in the comfort of your home. I come to you, I spend about an hour and 20 mins with you and I bring along a machine. What it does is basically analyses your skin under a lamp and the facial gets done accordingly to your skin type. No cost involved.

The piece of paper you wrote on says (suburb). Is that right?

Client: Yes/No

Me: I can do a facial during the day, night times and weekends. What's good for you?

Client: _____

Me: (make appointment time, date and address)

I will see you then (go over time, date and address).

Thank you and have a great day.

]

BEAUTY BLACK BOX



TIPS

FOLLOWING THE SCRIPT (AT LEAST WHILE YOU ARE LEARNING) WILL ENSURE THAT YOU INCLUDE ALL OF THE KEY INFORMATION AND FOLLOW ALL THE IMPORTANT STEPS. A SCRIPT WILL ASSIST YOU IN SOUNDING PROFESSIONAL AND GOOD AT WHAT YOU DO!



MINIMUM GUIDELINES

IBOs may place a standardized beauty box inviting potential customers to 'Register here for a Free Facial' in appropriate places accessible to the public (such as hair dressing salons or similar outlets) subject to all the following:

- 
 Each person who registers must indeed be offered a 'free facial'
- 
 Approval for the placement of the beauty box in the relevant accessible place must be granted by the owner or manager of the outlet;
- 
 There must be no attachment or display of IBO Business cards, products, copies of magazine advertisements or other literature or items.



GOLDEN RULES

- 1) If a person does not buy, then you are not coming back
- 2) If a person doesn't purchase a system, then you are not coming back
- 3) Simply move onto the next person, so that you fill your diary with good quality 2nd appointments
- 4) Follow a recipe of success – the client is buying what you are offering & recommending
- 5) Practice and get really good at referrals phone calls
- 6) What you know about ARTISTRY® needs to be communicated in a succinct way (1-3 mins only) – your appointments are about the SIL and what they can see
- 7) Enthusiasm is contagious – share your faith in the machine and what it's done for you
- 8) It's all about correct product usage and consistency – there are no miracles here!
Clients will see results when they form good skincare habits
- 9) Show the client you care – follow up with them and make sure they are on track.
Tell them you will be checking their progress and products at the next appointment. Leave them a recipe so they know what to do and when to do it!
- 10) Dress like an elegant professional
- 11) Put your heart into what you are doing – positive sincerity means you will be comfortable with each other and generate trust



GOLDEN RULES

- 12) Belief transfers from person to person – trust the results and talk only of benefits to the person
- 13) Always confirm a facial before you go – keep it short and assumptive
- 14) Don't park in the driveway
- 15) Text if you are running late – be courteous & considerate
- 16) Use the kitchen table
- 17) Always think about the next appointment – let the client know what products will be introduced at the follow up
- 18) From second appointment onwards, it's about repeat sales and individual needs. Over time, you will up-skill in this area via experience, and be able to tailor your service to their specific needs
- 19) Keep everything simple – have ARTISTRY® Youth Xtend™ on hand for sale to those +27 years old
- 20) Do not get overwhelmed – Start with the basics... We are dealing with hydration sun damage & congestion in the first appointment. Then we can move forwards from there at other appointments
- 21) Always value your own time, as well as the client's time. Keep things simple and don't run over time
- 22) Follow the formula -> Active income = retail dollars = duplicate profitability
- 23) If this isn't for you, sell the SIL machine... This model is for people who want an active income while they build a secondary income via this business.
- 24) Remember: This process works! Have faith and see the results.

Current skin conditions



16 week consultation date _____



32 week consultation date _____



8 week consultation date _____



24 week consultation date _____



40 week consultation date _____





Beautiful Possibilities...

DATE: _____

Skin care by people who care

CLIENTS NAME: _____ CONTACT PHONE NO. _____

Provide 10 referrals of family & friends who you nominate to receive a complimentary facial and YOU WILL receive a complimentary gift as stated below. **All referrals MUST BE 18 +**

	NAME	SURNAME	MOBILE no.	HOME no.	SUBURB
1.	_____	_____	_____	_____	_____
2.	_____	_____	_____	_____	_____
3.	_____	_____	_____	_____	_____
4.	_____	_____	_____	_____	_____
5.	_____	_____	_____	_____	_____
6.	_____	_____	_____	_____	_____
7.	_____	_____	_____	_____	_____
8.	_____	_____	_____	_____	_____
9.	_____	_____	_____	_____	_____
10.	_____	_____	_____	_____	_____





SKINCARE BY PEOPLE WHO CARE.