

Packaging and Profiling

Objective: Stress importance of inventory and finding a way to get it if possible, knowing what to take to appointments and how to prepare. Understanding the customer profile sheet.

1. Explain the customer profile sheet.

Explain differences between TimeWise and Classic Basic products.

Put new customers on TimeWise and if it is not enough then add extra products.

If all else fails, put them back on the customized Classic Basic.

Most clients will prefer TimeWise.

2. Explain how to pack for: a Traditional Class
a Facial
an Office Appointment

Traditional: Pre-profile clients
Take Miracle Set for each client
Take supplements – eyes and lips
Take color depending on the client's skin tone

Facial: Same as Traditional

Office Facial: Facial-on-the-go
Color Card
Mascara
Only need 1 bag – Miracle Set, few lipsticks and colors
Depending on skin tone

(Don't expect a lot of time to consult on color. You will have limited time).