

Pamper Packets



Materials/Contents:

- Cellophane Bag
- Cleanser/Moisturizer Sample
- Day/Night Solution Sample
- Microdermabrasion Sample
- Firming Eye Cream Sample
- Skin Care Class Packet
- All About You/Referral Sheet
- Set Sheet (special pamper packet half sheet)
- Look Book with Post-It notes

What To Do:

- Once you've booked your Pamper Packet, ask them Pre-Profiling Questions
 - What type of skin do you have? (Normal/Dry or Oily/Combo)
 - If you could change anything about your skin, what would it be?
 - What's your favorite makeup look?

-Go through the Look Book with Post-It notes and make comments about products you love, but also products you think they would enjoy.

- EX: If they say they like bold lips, point out our lipsticks
- EX: If they say they like a natural look, find one of the looks in the book that is natural and write something like, "I could see you rocking this!" OR point out CC Cream and Mineral Foundation
- EX: If you're sending around holidays, ask them what they need for presents and point out some great gift ideas (Satin Hands/Lips, Stocking Stuffers, etc.)

Put all the materials and samples into a cellophane bag and mail it with that bag, the Skincare Class Packet, a profile sheet (All About You/Referral Game), and pamper packet Set Sheet

*If around the holidays, put in our Holiday Set Sheet that will allow her to take advantage of our deals, but with a holiday and gift giving twist!