

VERBAGE for scheduling your Offi\$e RETREAT!

What to wear: Business dress! (complete w/ pantyhose- it's the only time, really!)

What to bring: Business Cards, Office Spa fliers off of "Forms" w/ your information

WORDS TO SAY!:

Consultant says: "Hi My name is John Smith with BeautiControl. I need to speak to the person who can approve Spa Treatments for this office staff.... Is that you?? (ha,ha, everyone laughs a bit here!) Is there an HR person or an office Manager I can speak with?"

I. FIRST SCENARIO:

Personnel say: "Not right now- can I take a card?"

Consultant Says: "Yes, I'm happy to leave my information, can I also have the name of the person I need to speak with? I'll be sure to call him/her tomorrow and if you'll let them know, I'd appreciate the help!"

II. SECOND SCENARIO:

Personnel say: "yes! I'll get them"

Consultant offers the following to the employer:

"My name is John Smith with BeautiControl, we specialize in Home Spas and Office Retreats. We will pamper your staff with no less than 7 SPA quality treatments that will relax and destress them. This is a Unique and practical gift you can give to your staff to let them know how much they are appreciated and supported.... How does that sound to you?"

Employer: Usual Answer: "How much does this cost?"

Consultant says: "Normally, our service is \$10 per person for a 30 minute session, HOWEVER, my company is running a special: from the 14th- 21st you can take advantage of our "FALL into Relaxation" Special and receive our service absolutely free. I currently have the 18th in the morning or the 19th is an open day, which would work the best for you?"

From here your conversation should flow pretty easy.

Commonly asked questions by employers are:

Q: "Why are you doing this? If it's free, what's in it for you?"

A: "This is a great opportunity for both of us, I will pamper and de-stress your employees, thereby boosting morale and overall support and value of your team while also being able to promote what I do. Because you are letting me come in and work on your employees, I will be extending to them a 60-90 minute version of this spa escape in the privacy of their home. I have also put together some VERY appropriate working people spa sets that they can purchase to keep this experience going. After all, our goal is to promote daily health and wellness. So you see, it's a great gift from you and a wonderful opportunity for me as well."

Q: "How many people can you do at a time?"

A: "We are equipped to handle up to 12 people at one time, however if we need to work in 30 minute rotations of 4 or more, we can do that too!" (Options are always good!)

Remember to just offer 2 time slots

- create DEMAND for your retreat
- LOOK professional!
- Call them back! They will eventually say yes, if not on the spot, keep at it!