

1. PRESENT YOUR NEXT 4 AVAILABLE DATES.

Have each on a sticky note and guests take the one that works best. Suggest a "theme" spa: Mother-Daughter, After-work, Club, etc.

2. PROMOTE YOUR GIVE-AWAY THROUGHOUT THE SPA.

Present your hostess with her neckwrap at the beginning and also tell what else she can earn. Then tell them again at the end of your spa. They need to hear it twice. Guest says, "Ooohhh ... **I love this neckwrap.**" You say, "**I will give you one FREE when you host your spa.**" At "personal shopping" or "check out" time, ask your guests: "**What would you like to go home with tonight? What date did you pick for your spa?**" Guest says, "Oh, can I buy that neckwrap?" You say, "**It's not available for me to sell, but that's why I give it to you for free when you schedule a spa! It's so easy. I'll bet you have a few friends who would love some pampering for a fun night out.**" Really pamper your hostess so others will want the same thing (hand massage, extra long shoulder massage, etc.) Remind her she will get her skincare at $\frac{1}{2}$ off tonight so the others will start thinking about that too.

3. GIVE AWAY SOMETHING GREAT FOR 2 BOOKINGS.

Give the Tingler, Pedicure Set or Travel Bags with every 2 bookings! Dates must be picked that night. You can even limit it to spa's held within the next 3-4 weeks. To start working right away, pick dates within the next 2 weeks and make them "bonus" nights. If someone picks that date, it counts as 2 for the hostess. The hostess gets her gift **AFTER** those spas have held (give her a gift certificate to redeem later).

4. REMIND THE HOSTESS OF EARNING TINGLER OR OTHER HOSTESS GIFT.

You say: **"Hey Jane! Just wanted to let you know you need one more booking to get that Tingler."** At least one of the guests will say, **"Well, I was thinking about doing one."** If you do only schedule one at the spa, you can ask the hostess. **"Was there someone who wasn't here who would like to have one? Would you like to schedule another one for the people who couldn't make it tonight?"**