

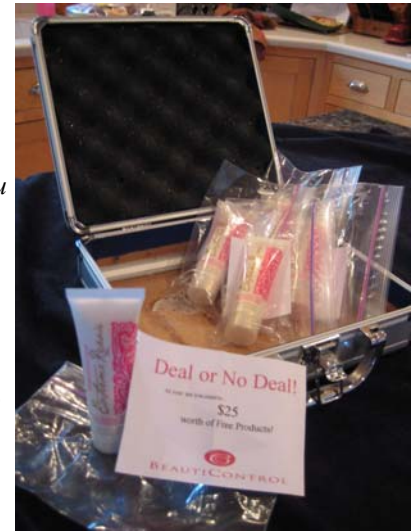
How to Play Deal or No Deal at your Spa!

Step One: Make up a Deal or No Deal Basket or Case. (See pictures) Decide on your DEALS and print them off on paper or the coupons (see the different types of offers). Fold and place in a pretty bag or a zip lock will do to. You can include a mini product, such as the 1 oz Hand Crème or a piece of chocolate work everyone at least a \$1 off their products that night. They can redeem their prize that night or you can make them get it the night of their spa.



Step Two: You will want to plan Deal or No Deal towards the end of the spa. This way the guests have experienced the spa and will want to book their own. After Skin Care in the spa we like to present the Hostess with another Thank you gift. Usually she is given the Mini Spa Escape Bag so she can have her own Black Spa Escape bag. At this time we ask if anyone else would like to earn some free gifts and offers? Of course they do! We are going to play two games.

Step Three: Play Deal or No Deal. *"Who likes a deal? Discount? Free Gift? We all do."* One of the ways you can help your hostess out this evening is playing our game deal or no deal. (Hold your basket or silver case up.) Inside here I have great discounts, free product up to ????, and other gifts. When you say "Deal" which means that you want to treat your girlfriends to a fun night out like tonight, you get to select one of the gifts inside and discover your prize. At your spa you will be able to redeem your prize. So when I come around to each one of you just say "Deal" or "No Deal". The more of you who take "Deal" the more our hostess earns tonight. " **OR**



I do this part after I explain the skincare and after I have presented the hostess with her final gift just for having the spa. I briefly explain that she received the neck wrap and this gift just for hosting. She will earn other benefits based on sales and bookings, just like any other party. "the best level to be at is \$500 in sales and 2 future bookings and she will get \$100 free and then a discount on anything else she wishes to purchase. In order for the hostess to maximize her benefits tonight and get her FREE items, she needs 2 bookings, but to thank you for supporting her, I want to give you a chance to earn a gift from me tonight! Here is how it works- anyone heard of Deal or No Deal?? (wait for answer) ...well tonight, we are going to play BeautyControl version of Deal or No Deal. – in my hand I have a basket (or whatever you would like to use-) of a few specials for you tonight! Each box, or baggie, includes a mini spa treatment for you to take home as well as a coupon for you to use towards your order tonight! There coupons give you anything from \$1 off your order to \$10 off your order!- SO, the deal is- that when you take a gift, you are booking a Spa- and once you take the gift, you get to open it to see what you discount is tonight!"

Step Four: Walk your basket or silver case to each person and ask them, "Deal or No Deal?" For the "deals" let them select and share what their gift is. This will create excitement for more to take the "deal." Once everyone has played Deal or No Deal pass around your calendar/hot dates for them to select right away. This way you have your bookings secured before you move into the close of the spa!



With Deal or No Deal you can enjoy a calendar full bookings!

