

Recruiting at the Spa

1. LOOK FOR ONE NEW CONSULTANT AT EVERY SPA!

Be thinking about your next new team member. Look for the person at the center of conversation or for someone who you admire. Chat with everyone when you do Show of Hands at the sink. Ask, **"So how do you know Suzie?,"** or **"Did you have to drive far?"**

2. RAFFLE TICKET

This is a GREAT low-pressure tool. You say, **"Tonight I'm giving away a travel size Extreme Repair. For 5 minutes you can ask me any questions about my career as a spa consultant. For each question, you get a ticket. After 5 minutes, I'll draw for the winning ticket."** Keep it positive! When asked how much money you make, you say, **"We make up to 55% profit, which comes out to about \$125-\$150 per spa."** When asked if it's hard to get bookings, you say, **"Once you do spa's with people you already know, it's easy to book future spa's with those at that spa. They all want to repeat the experience!"**

3. ULTIMATE SPA SET

Present your order form and your sets. Then say, **"Now the best set of the night is the Ultimate Spa Set. You'll see it in your folder with my handwriting on it."** Make sure you have a color copy of the set for each guest to look at. **"That's right. Everything on the sheet comes in full-size product. It's worth \$500 just for the products alone and you can get it for \$99. This set does make you a member of our company. But what you do with that membership is up to you."** This is where you pull out your Spa Mini Bag.

4. THE SPA MINI BAG OR GOODY BAG.

Use this as a visual to explain the flexibility of joining BeautiControl.

Option 1: Sam's Club Spa Girl. Take a Sam's Club/Costco card or a print out the logo from their web site. You hold it up and say, "You can be a Sam's Club Spa Girl with our company. You'll get your products at cost for yourself and your family. And you can sell to some friends to cover your Spa habit. But you do not do Spa Escapes."

Option 2: Part-time spa consultant. Take an old checkbook and hold it up. You say, "You can take your membership and actually do spa's with it. There's no quota or requirements. You just do spa's on your own time, when you feel like it, and make extra money for yourself. For example, 2 spa's a week equals \$1,000 in profit each month."

Option 3: Executive spa consultant. Take copies of my commission checks and hold them up. You say, "You can even turn spa's into an executive level income for yourself. My friend Nedra has only been doing spa's for 3 years, makes a six-figure income and enabled her husband to retire at the age of 33!"

5. ASK EVERYONE AND NEVER PREJUDGE!

Spa consultants come in all shapes and sizes. Remember that everyone does spa's for different reasons. Lawyers, doctors and corporate executives often join BeautiControl as a hobby and an outlet from their serious day jobs. Stay-at-home mom's

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join BeautiControl just to get out of the house! Working mom's join BeautiControl so that they can stay home with the children. Others join for a sense of fulfillment. You never know! When your guests are checking out with you, always ask, **"Do you know anyone who might be interested in joining BeautiControl?"** I know it's scary! But you'll be surprised at the answer, I promise you! Your job is to ask, NOT to make them say yes.