

## Flipchart Reminders for Second Booking

Here are some words and phrases that you might consider writing in your flip chart at various times throughout your party to excite your guests about their follow up appointment and glamour makeover with you following their skin care pampering session:

1. *“Won’t it be fun during your second appointment to receive a personalized glamour look just for you?!”*
2. *“Can you see the value in being able to exchange any items that are not perfect for you at your second appointment at no charge?!”*
3. *“Have you ever wanted to look 10 years younger and/or 10 lbs. thinner? You can look forward to that at your second appointment!”*
4. *“When was the last time someone whisked you away to a dreamy location, did a makeover, paid for a new wardrobe, and you got to take someone fabulous with you?!” (for makeover contests promotions)*
5. *“Are you making your mental list of everything that you might want to know more about at your instructional glamour makeover when we get together again?!”*
6. *“Have you been on a free shopping spree lately?! I can’t wait to treat you to some free and discounted products when we get together for your follow up appointment and we have fun with some girlfriends.”*
7. *“Isn’t it reassuring to know that you will never have to wonder about what colors are right for you based on your hair and eye color, or not have to guess where to put it all on? We are going to be sure you feel 100% confident about that at your follow up appointment!”*
8. *“Could you get excited about having your own professionally trained beauty consultant just like the stars do?!”*
9. *“Doesn’t it make sense to use the #1 Best-Selling Brand of skin care and color cosmetics rather than settling for second best?”*
10. *“Did you know that as your professional beauty consultant that I make personal deliveries, offer gift-giving services, and also am available to help you with special events like weddings and pictures?”*