

## Sample Pedicure class outline

- Satin Hands / *Satin Lips*
- Thanks to hostess, meet them, intro me
- Intro to Mary Kay products
- Overview of what to expect: Treat your feet to a mint bliss experience! Play with some nail color, sample a few other products in our line, and then do some personal shopping with me at the end. Also have the opportunity during your individual consultation to schedule a spring makeover and put some "zing in your spring" with our new colors!
- Give squirt of extra emollient night crème and have them rub into their feet while filling the buckets with hot water. Then wrap feet in saran wrap to sit.
- Romance the ~~soothing indulging eye mask~~ <sup>miracle set</sup> and let them experience. *on back of hand.*
- Give hostess ~~mint bliss fizzy in her water~~ and let other class members select favorite private spa scent. Squirt in their water (can use the PCP gift foil packets!) and unwrap feet to soak. *- of use Satin rounds Scrub -*
- Do "in the bag" marketing. After that, ask if you could change anything about skin, what would it be? Emphasize other products to meet those needs. Talk about follow-up appointment.
- Give squirt of ~~mint bliss~~ <sup>satin hands</sup> scrub, and instruct to massage into their feet and then rinse in the water. Dry on hand towels.
- Select favorite polish...talk about importance of base coat and top coat.
- Can use paper towels as toe separators. Apply polish.
- While drying show Spring Color 101 looks <sup>and weekend collection</sup> and let them select one for spring makeover.
- Squirt mint bliss energizing foot and leg treatment <sup>or Frag. lotion -</sup> and present the set sheet.
- Thank hostess again and start individual consultations.

*Apply tinted lip balm*