

STOP THE CLOCK PARTY FORMAT

STEP ONE

Set up your display and working area

•
Chat with the Hostess.

Give her an outline of the "Stop the Clock Party". Enrol her in a partnership with yourself in order for her to maximise her rewards. Go through the Hostess Rewards Programme with her again. Discuss the delivery date. Do a little research on the guests who are attending.

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Greet the guests.

Get to know a little bit about each one

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Conduct "Stop The Clock" Hands Experience (using Step One and Step Two of **ULTRA CARE+**

MICRO-DERMABRASION KIT) Talk to the guest about treating the skin on the back of the hands as you would the skin on the face and the décolleté, to minimise the signs of ageing. In between applying Step One and Step Two, highlight the anti-pigmentation benefits of **ULTRA CARE+ BRIGHT & BEAUTIFUL SERUM** which reduces age spots by up to 50% in 28 days.

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Seat Guests

Make sure the guests are seated comfortably and are able to see as you conduct the "Stop the Clock" pamper on the Hostess.



STEP TWO

Thank the Hostess and present her with the Booking Gift, explaining how we value and care for our Hostesses and regard them as our "Business partners".

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Give Guests an Overview of today's Party and explain Personal Time which is an opportunity to address personal skin concerns and spend time on a one to one basis at the end of the demonstration.

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Commercial Break for Bookings

Explain Booking Gifts and various Party themes available. Explain that you are able to offer a Party to suit the needs of your friends and that everyone that books tonight will be eligible for a Booking Gift.

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Brief Overview of Company, our history and products

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Commercial Break for the Opportunity Share your Opportunity Cards with the guests as you tell your story asking them to pick two that appeal to them for discussion later.

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Commercial Break for Training Say that we encourage Nutrimetics Consultants to attend training, and that we start our training the moment the Kit is delivered.

STEP THREE

Start the Demonstration
Pre arrange that your Hostess will have clean skin (maybe she would like to retain her mascara and lipstick until you start her pamper).

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Step One: Remove mascara and lipstick using **NC MAKE-UP CLEANSING TISSUES**.

Step Two: Use the Skin Sensors to determine the Hostesses skin type for your reference in Step Five - pass the Skin Sensors around to all participants, along with NC Make-Up Cleansing Tissues to spot cleanse their skin where they will be using the Skin Sensors.

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Step Three: Gently cleanse the face and throat using **RESTORE SOFTENING CLEANSING CRÈME**. Remove using a soft damp cloth.

Step Four: Complete the cleansing and restore the skin's pH balance using **RESTORE REFINING TONING LOTION**.

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Step Five: Apply **ULTRA CARE+ MOISTURISING SYSTEM**.

Step Six: Using a generous amount of **RESTORE INTENSE ANTI-AGEING NIGHT CREME** begin the massage. Start at the base of the throat and move upward and outward in sweeping movements. Repeat this movement three times.

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Step Seven: Apply **ULTRA CARE+ TIGHT FIRM & FILL EYE SERUM** underneath the eye area and along the contour of the eye. Give this a moment to absorb and then apply **RESTORE ANTI-AGEING EYE CREME** over the top.

Step Eight: Massage **NUTRI-RICH OIL** into the Hostess's elbows.

STEP FOUR

Promote Sets
Talk about the Sets that are available for purchase at a great price.

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Booking Vouchers
Hand out Booking Vouchers to all your guests and recap on bookings.

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Sponsor
Let everyone know that you would love to hear from them when it comes to Step Five. Maybe they would like a little more in life and are prepared to do a little more to get it. Remind them to think of the two most appealing topics for discussion from your Opportunity Cards.

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Beauty & Business Basics
Promote BBB.
Weekly Training
Promote Weekly Training.

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Personal Time
Prepare for Personal Time.



STEP FIVE

Personal Time
Ask guests to fill in their preferred date for a Party in your diary and collect Booking Vouchers.

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Consult with the guest about her result in the manual skin diagnosis tool in the Party Sets Brochure. Determine skin type and conditions and sell to the guest's needs.

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Business Opportunity
Ask what most appealed to your guest from the topics represented by the Opportunity Cards.

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Issue Action Packs
to those who join tonight so they can get started straight away. Prepare the guests who have joined to receive their Kit/explain the Kit delivery/Welcome Party/and Training Party.

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Thank everyone for their attendance/finalise orders/thank the Hostess and depart.



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