

DOUBLE YOUR DAY PLANNING SHEET

This worksheet is the ultimate planning tool for service providers. At the beginning of the day enter each client's name and what their scheduled appointment service is and the price you expect to charge. Then think about what else each client may need and add it to the add-on columns. Compare the original totals to the new "upgraded" totals and challenge yourself to double your day!

Time	Guest Name	Service/ Price	Add-on Service/Price	Add-on Retail/Price	Grand Total
Grand Total					

KILLER CONSULTATION

Example script for a double-your-day worthy consultation

Finding your client's needs:

- When was the last time your *(Hair/Skin/Nails/Massage area)* was perfect?
- What made it perfect at that time?
- What challenges are you currently having?
- If you could change anything, what would it be?
- What products are you currently using?

Recap:

What I heard you say: *(Repeat what your heard your client say, starting from the top)*

Ask:

Would you like my recommendations based on what I am hearing?

Service Recommendations:

(Be sure to offer 2+ up-services to solve their challenges)

What I recommend is: *(Talk about the service they are scheduled for and then add on others to solve their challenges. This is service!)*

Why I recommend it is: *(Tell them why it will serve them and meet their needs)*

Bridge:

What would you like to get started with today?

Retail Introduction:

(Once you have agreed on the services to be done today)

Throughout the service today, I will be talking to you about the products I am using and how they will support your needs at home. When we are finished, you can choose what you need. Will that be OK with you?

Who will be your accountability partner in creating a six figure mindset?

Retail Recommendation:

(Educating through service)

When providing the service, be sure to follow through with educating your guest on retail as well as tips and tricks you use to achieve the look. If you use a product, you just need to tell them **what** it is, **why** you're using it and **how** it will help them at home. Just pick up the product and say:

1. This is **what** I am using
2. This is **why** I chose to use it on you
3. This is **how** you will use it at home

Close:

At the end of the service, put 3-5 products you used on them on the counter and say, "These are the products you and I talked about today" and recap the **what**, **why**, and **how**. Let them choose what they want!

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