

THREE MONEY TOOLS FOR INSTANT INCOME

Handout #3 THREE MONEY TOOLS FOR INSTANT INCOME

VIDEO#3

Instant Income Now

#1 Budgets

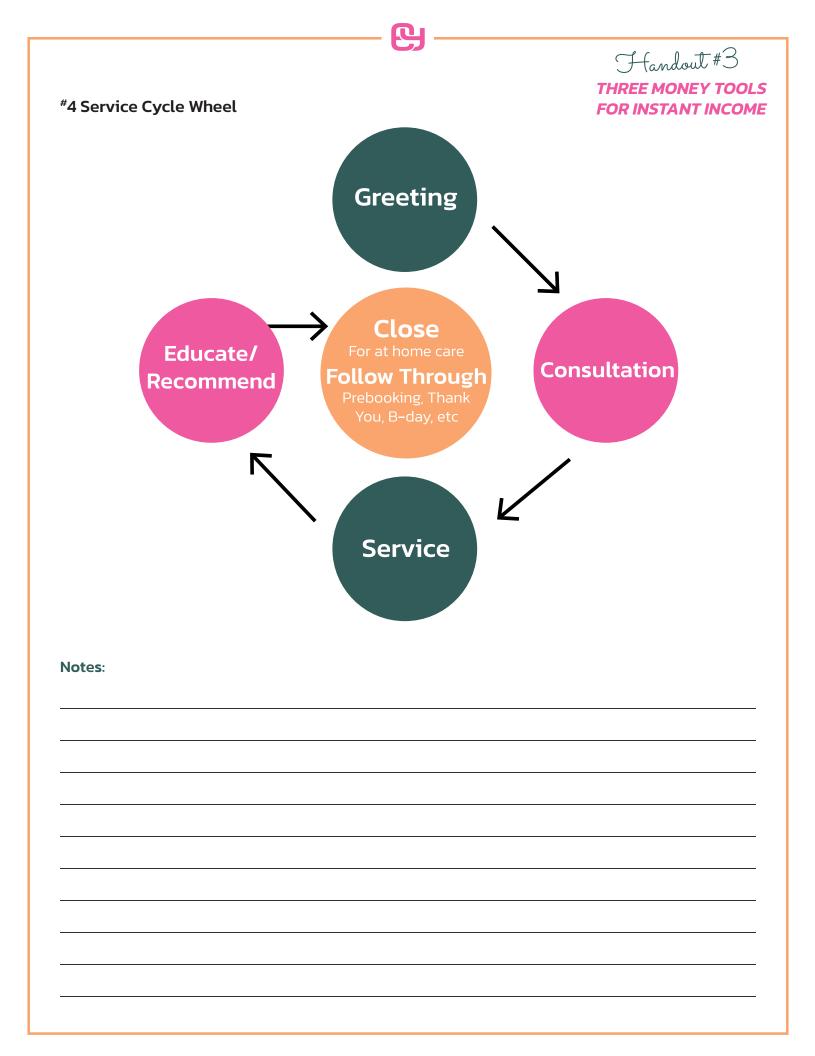
Notes

#2 AT Worksheet

Notes

#3 Double Your Day Tool

Notes



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Killer Consultation

Finding Your Clients 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 you 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?

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:

- This is WHAT I am using.
- This is WHY I chose to use it on you.
- This is HOW you will use it at home.