



Did you
set the
scene for a
successful
event?

beU Beauty by Fran

Did you Coach your Hostess?

- No, I didn't have time.
- No, I didn't think it was necessary.
- Yes! I always plan for success!**

Hostess coaching is the most important part of showplan. Good hostess coaching can make the difference: you can have an event you want to tell everyone about, or it can be so bad that you wished you have stayed home watching TV instead!

You need to let your hostess know and what you expect - by communicating with her.

When you work together to make it a success you achieve the results that met both your expectations.

If she has a problem achieving the numbers to attend - give her suggestions, all you need is two ladies to bring a friend! Plus how much they will enjoy some "me time" and enjoy a wonderful pampering.

Remember it is a team effort with you and your hostess, make sure she has some printed material so she can talk with confidence to her guests, it is a good idea to have pre prepared "Hostess information Packs" so you can give to the ladies who make a booking on the night.

You might like to prepare a Hostess Coaching outline:

For example:

Hi ...

I am really looking forward to joining you and your 3 - 4 friends to showcase our unique Natural beU Skin Care products.

All I require is to be able to sit round your table where the workshop will take place. I will bring the placemats, mirrors and everything that is needed to make your guests feel comfortable.

Each of your guests will experience our beU product and and receive a relaxing facial massage.

Upon completion, I will give each guest my recommendations for their beU skincare regimen. Talk with them about what they would like to purchase and if they would like to be a hostess themselves.

Plus, I would love to chat to anyone who would be interested in joining me in beU and train to be a beU Beauty consultant, to earn additional income.

Please keep refreshments simple and to a minimum. You can blame me, if this is less than you would normally serve as this is my request.

I would appreciate you do not serve any refreshments until I have completed this process, then I can clear away, which makes it easier for you.

I will arrive 20 mins prior to start time to setup and assist you.

I am really looking forward to coming to pamper you and your friends.

Confirm date and time. Add your contact details.



Hostess Reward:

I am a firm believer in rewarding people for their efforts, so I suggest you bring a lovely gift to your hostess and give it to her in front of the group. This token of appreciation encourages others to want to host their own pamper session.

It is your business, so look for attractive feminine gifts that are associated with beauty – you do not have to spend big \$\$ and change up the gifts you give, so it is a surprise. Put yourself in the Hostesses place in terms of what you would enjoy receiving.

There is always a path to success if you are willing to pay the price in time, energy or effort.

By: Fran Muntz – VP Beauty Division