

As business owners we need to be brave and step into the spotlight as PEOPLE not just as a business.

This is what truly creates connection online and there has never been a better time to do it.

We need to be ready to adjust to the "new normal" and get to work on our Beauty Business during the shutdown and beyond.

We have created a Step by Step Virtual Pamper Session Layout with Bonita, our Director of Training and Development, Beauty division - providing you a actual Pamper Session Video to share with your guests.



**Bonita Muntz**  
Director of Training  
& Development,  
Beauty Division

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**Your preparation on how to use this very useful video to educate and promote your beU Beauty business.**

1. Use your personal customer data base first to invite the people who have already purchased a product from you.
2. This way you can introduce them to other products in the range and also as a great recap of the benefits and "how to use" the products.
3. Then you can move on to other people in your data base – you are looking to invite only 4- 5 people to each webinar.
4. You can set this up through your OG Zoom account.

# Your VIRTUAL PAMPER Session

beU *Beauty by Fran*





Have all the things necessary to hold your session at close reach, you don't want to be running out of shot during the session or during the question and answer time to get anything that you have forgotten.

Ensure good lighting in the room with natural light, or additional lights if it's evening and make sure your technology works well. For example, that your laptop and webcam is of a good quality to broadcast from, that your internet connection is strong enough and a good enough speed to handle a live broadcast without buffering or cutting out, that the sound quality is clear.

It's also a good idea to not have any extra load on your system, for example that no one is syncing to their Dropbox or the kids or husband aren't playing video games online, or that Netflix isn't getting a hammering, and that no one is uploading or downloading lots of data.

Also, if you have an ethernet cable that can be plugged directly into your computer, rather than just connecting to the internet via Wi-Fi, this will often give you a stronger connection to the internet.

It's a good idea to have a test run of your system with a friend, family member or even your Organo upline to test how it all looks from another person's point of view before your first time with customers.

You will need to use the OG Zoom Platform, available in your Organo Back Office to invite specific people to each session.

Or, you can set up a "PRIVATE FACE BOOK GROUP" and run your Virtual Pamper session through this medium. You will not be able to include Bonita's Video through this medium, you will need to follow her lead and film yourself.

**DO NOT do it on Facebook Live you want to make it personal.**



5. Make your invitation interesting and exciting – you have lots of beautiful photos in the beU blogs, Facebook OG academy you can copy. Start a folder so you have all these great images to make use of – plus the perfect words to copy – don't try and reinvent the wheel we have done it all for you – you just need to put your "personal touch" to every communication.
6. When your customer has accepted the invitation email her the Client Profile sheet for her to complete and send back to you prior to the event. This will assist you in efficient follow-up for Sales, New Beauty Consultants and On line Pamper bookings.



## Invite them to set themselves up with the beU products they have so they can follow along...

7. You are the face of your business – time to front up.
8. When you are ready to hold your "Online event" be sure your surroundings are professional, have some of your beU products and visuals even a small banner as part of your backdrop.
9. **Look the part!** You are a beauty consultant, make sure you are not interrupted, no children, pets, noise etc.
10. **Have your program prepared** – you are to do the opening – introduce yourself and the other guests to each other.
11. Tell them a little about yourself and how much you are enjoying being a beU Beauty consultant
12. Thank them for joining the webinar and explain what is going to take place:

i.e. *We are privileged to have our Director of Training and Development Bonita Muntz from New Zealand joining us today via video and she is going to take us through a beautiful Virtual Pamper Session to teach us how to use our beU products correctly and explain the benefits of each*

*of the products and what they can do for you! If you have your products there in front of you – you can follow along.*

*After Bonita's video I will come back on line to address any questions and comments. Thank you for sending in your Personal Client Profile, I will reach out to each of you on a personal basis after this call to discuss any of your beauty concerns and give you any recommendations, or you may wish to discuss this on this call.*

*This is so exciting, so lets get started and join Bonita!*

13. Be sure to put your mic on mute while playing the video.

### 14. **On Completion of the video**

Come back online and on camera – be enthusiastic, wow, wasn't that great, I am sure we all learned a lot from Bonita and we can see how we too can achieve a beautiful complexion with our unique Natural beU products.



## Recap and review:

*Now I have each of your personal Client profiles, I can...*

- A) *Chat to you each on this call to discuss*  
  
*or*
- B) *Call you immediately after this event and chat either over the phone or send you a personal Zoom Invitation – which would you prefer? Mary? Jane etc.*

If they choose for you to chat to each on screen great – follow the format below – if they choose to have you contact personally that is fine too but still go with the routine below – so they will know what they are thinking of purchasing.

Line up your products and go through the routine again holding each product ... *remember this is Manuka Cream Cleanser it is..*

### Step 1

*To Cleanse the secret of a good skin is a clean skin and this Cleanser is a joy to use.  
The price is...*



### Step 2

*To Restore with Jojoba Anti Aging Serum (our liquid Gold) – no one can go without this in their routine, it is divine! The price is...*



### Step 3

*Also to Restore with Bee Venom Anti Aging Mask – I apply this at least 2 – 3 times a week and leave it on overnight, to allow it to work it's magic – The price is...*

### Step 4

*Moisturise with Retinol Anti Aging Moisturiser, natural gentle and works all day long to visibly help diminish the appearance of wrinkles and fine lines leaving your skin smooth and soft.  
The price is...*

## If you have the option of promoting the Presentation Pack do it now:

*Here you have the complete Beauty Routine in this stunning Presentation Pack*

*The Saving on the individual items by purchasing the Presentation Pack is... and the price of the collection is...*

If they have chosen for you to go through their profile this within the group you will use the same format as in your Pamper Session booklet:

Focus on each guests and personal chart, recap and make suggestions, to enhance her routine, then:

As the first groups you are presenting to are already clients, you know what they have already purchased on your product profile, so for example you can say:

*"Mary I know you purchased the Manuka Cream Cleanser, your next step to build up on would be the Jojoba Anti Aging Cleanser, or your ..... Whatever her personal requirements are...."*

Question: *What would you like to start with today??*  
If they are new to the beU line and not purchased your opening would be:

*Mary, what would you like to start with today? (if he/she says) "I will start with ...."*



Be sure to recommend the next step or say *"the next important product I recommend you build up on would be...."* sometimes they will choose to add that now – take the order and thank them.

You will need to work out in advance how you are going to take payments – i.e. call them back for CC details ... NEVER .. send them to the website to order! You are the consultant – finish the process.

If they have chosen to have their Personal Profile discussed privately then you would do so immediately the session is complete along the same lines as above.– but you still follow with:

### **When you have chatted to each guest, the next step is to secure future Visual Pamper Sessions Bookings**

*Ladies, how have you enjoyed our Virtual Pamper Session???? Hasn't it been fun? Would you like me to schedule in a date for you to host your own Pamper session with 3 – 4 friends like we have done today? It would be a great way to organise a positive event with your friends – lets spread the joy!!*

*To show my appreciation you will receive a special thank you gift.*







## Then you need to ask the question:

Who would like to make a Beauty Date: ... be quiet and wait for a response,

Then – so as not to take up time here I will call you to personally to schedule.

If you do not get any bookings – you will do a follow up call anyway and ask again!

Ladies, you can see how much fun this has been – and how easy it is to host a Virtual Pamper Session from home – I would love to have you join me in my business and become a beU Beauty Consultant as well.

A great opportunity to work from home spreading a positive message and helping people, Plus earning

additional income - I will assist you every step of the way, and train you to build an exciting Home Based business.

Do consider this please and I will call you and take you through the **"Getting Started Process"**

### Thank the guests for their attendance.

I would really like to thank you so much for attending our Virtual Pamper Session – such a positive experience and I have loved every minute of it session and look forward to helping your friends in the future.

Close off.

**Hostess Coaching Reward:** - When you start presenting Virtual Pamper Sessions with hostess and their guests. (You would present this at the start of the event)

I am a great believer in giving people rewards for effort and suggest you have a lovely gift to present to your hostess in front of the group – you can do this also on your Virtual session have it beautifully wrapped and thank your hostess i.e. Mary I want to thank you so much for inviting your special friends today to our Virtual Pamper – I have a gift for you ... and as I can't present it to you personally – I am going to open "Your gift" so you can see what I have for you... don't worry I will be sending it to you as well!

It is your business, so look for attractive, feminine gifts that are associated with Beauty – you don't have to spend big \$\$ and be sure to 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 and effort. We trust you will use this information in your business and perfect your personal presentation to make these Virtual Pamper Sessions a huge success.

### I would love to know of your successes and what has worked for you.

Please leave your feedback to me at:

**[fran.muntz@organogold.com](mailto:fran.muntz@organogold.com)**

By Fran Muntz - VP Beauty Division