



On-the-Go

15 minute Appointments

Items Needed:

On-The-Go Bag (Complete w/satin hands, Foot cream & Velocity Fragrance)

TimeWise Demo set

Dk Foundation Tube & Light Foundation Tube

Oil-Free Eyemakeup Remover w/Cotton Balls

Mechanical Eye Pencil or Samples

Sales Tickets, pen, business Cards

Look Books, Velocity Survey Forms & Samples

Velocity Contest page laminated and attached to bag.

Procedure:

1. Demo eye pencil on back of hand and wash off with Oil-Free Eyemakeup remover. Romancing both products while you demo.
2. Demo Foot & Leg Cream, romancing again.
3. TimeWise skincare on back of 1 hand only
4. On both hands demo the foundation using the one that has the biggest contrast for the skin. (ie. Light skin/dark foundation, dark skin/light foundation) You want them to see how easily the foundation goes on the hand that has the TimeWise on it.
5. Do Satin Hands! Romancing the whole way!
6. Spray Velocity!
7. Hand her a look book/sales ticket and ask if there is anything she needs or any gift occasions coming up.
8. Give her a Velocity survey card and hand her your card with your website so she can enter the contest on-line!
9. It is a \$137.50 sale if she buys everything you demo. Remember to keep the appointment to 15 minutes so she will want to meet with you the next time you say 15 minutes. Have Fun!