**Bahama Beach Bash Agenda**

*Created by ‘Ind. Sales Director: Rockin’ Robin Chunn*

**Invite 20 to get 4-6**

1. **Arrive early to set up** with their pre-profiled cards.
2. **Office – highlighted date book (**receipts, calculator, HOSTESS PACKETS, AND TEAM BUILDING PACKETS.)
3. Play **upbeat beach music** as guests arrive & treat to Satin Hands/Satin Lips
4. **Introductions**: positive adjective starting with the first letter of your first name
5. **Describe Program** outline:
   1. I’m going to introduce you to Mary Kay
   2. We will play a seashell game while you’re enjoying our Satin Body Care on one foot so you can see & feel the difference.
   3. Then you’ll be treated to a quick skin care set
   4. You’ll fill out a BBB survey sheet
   5. We’ll do your individual Consultation to get your opinion of today and you’ll receive your goodie bag
   6. Afterwards if you can stay 10 minutes for the after party to help our Hostess with her Leadership education, your name will go into a drawing for a Mary Kay Prize!!!

How do your hands and lips feel? If it were your birthday today circle the set you would want today as we go through them…

1. **Set 1 -** Satin Hands & Lips
2. **Set 2** - Satin body on one foot with hot wet rinsed microfiber cloth in the gallon sized zipper zip lock bag (Crockpot or insulated bag to keep hot.)
3. **Share games:**
   1. Oohs and awes, answers questions = get seashells
   2. 2nd appt. everyone says, “Mary Kay” and this gift is passed around the table whoever ends up with it gets to keep it. It’s ok to grab if it sits for too long in front of someone
   3. The name game
4. **“Why Wash your face with Mary Kay”** go through highlights 4 questions:
   1. Tell us a little bit about yourself? Sea shell
   2. We know our families bring us the most joy, however, what else brings you joy? Sea shell
   3. What are you the most proud of or what has brought you the most success in life? Sea shell
   4. If money were no object and you were guaranteed to succeed, what would your Dream Life look like?
5. **Set 3 – Quick skin care** on one side of face and back of your right hand… cc cream on back of both hands (compare the difference)
6. **Set 4 – Waterproof look /Dash out the door look** – Now or at your 2nd appt.
7. **Sun Smart Set -** describe what SPF is and each product briefly (sticker)
8. **Name Game** - $1 off any set for each referral, this is what we say, we don’t stalk
9. **Closet Close** show sets –share travel roll up bag

**For Individual consultation –** For the first 2 or 3 you select have best eye contact or who you’d like to partner with most. Ask #1 to bring her skin care profile & her sheet to walk through together, and then ask her to send the next one you want and so on.

**At Individual Consultation –** Sell sets, book 2nd appt., look at 10 names on close sheet, and ask who’d they like to invite to their 2nd Appt., give a hostess packet and explain. If there’s something they want how to earn it.

**After Party**

1. I inform them that because they were invited by their Beauty Consultant to join us today, they are appreciated/loved by their Consultant. You cannot just apply for a Beauty Consultant position, you are personally selected.
2. There is no obligation this is excellent leadership education for your Consultant!
3. Go through Dream Sheet
4. I ask four quick questions
5. *From all of that Company information shared what impressed you most?*
6. *If you had one question about Mary Kay’s career opportunity, what would you want to know most?*
7. *In your wildest dreams could you ever see yourself partnering with me in Mary Kay?*
8. *On a scale of 1-10 One being no thank you, not right now & 10 being “How do I get started?” Cannot say 5 because that’s a chicken statement. What is your number?*

Close Team Members and/or book a Dream Sessions for leadership education to train a Team member or a Consultant.

**Bahama Beach Bash Supply List**

**A GREAT ATTITUDE! FUN SPIRIT!** Product sells itself, You’re enthusiasm sells product, 2nd appt. is booked by how much fun they have& they’ll want to invite friends to it also!!!

1. **Gallon Size Ziplock Bags** with a zipper - to use and to rest foot on (one per guests)
2. **Microfiber Cloths** – wet, rinsed, hot – (not too hot but hot) 1 per guest
3. **Products:** Satin Hands, Satin Lips, Satin Body, 1/2 Facial Cleansing Cloth (1/2 face & Throat), Time Wise 3D Day Cream w/o sunscreen (1/2 face) and Timewise 3D Night Cream (for throat). CC Creams (back of Hands)
4. **Travel Roll-up bag** filled with new fresh or to demo from
5. **Hawaiian Lei** for each guest to wear
6. **Beach Music** - upbeat for entrance and soothing for product demonstration
7. **Cute Cruise sign** display
8. **Simple Summer type treat** and beverage
9. **Bright colored plastic table cloth** or new Beach towels
10. **Sticker on hand** for Subtle Tanning lotion, so see it work

**Bahama Beach Bash Results**

**Brand New Independent Beauty Consultant**

**Debut Celebration**

1. **Day before** Bahama Beach Bash (BBB)
   1. Sales Director Received Beauty Consultant’s Guest’s names and cell phone numbers
   2. Sales Director sent a welcoming text to all of her 10 guests
2. **Day of BBB** – Hostess beginning to get concerned due to torrential Rains so Sales Director sent an Excited reminder text stating that “Consultant is soo excited!!! The water will already be at the BBB when they arrive,” ☺ lol and SHHH this is a ribbon cutting ceremony for Beauty Consultant.
3. Out of 35 invited via FB and some calls/text, 10 came
4. 4 stayed for Individual Consultation & goodie bag (They purchased and scheduled 2nd appt.)
5. Almost $400 in Sales at BBB; however; with Consultant’s follow-up total sales were $641.00
6. 3 stayed for after party to listen to Dream Session and asked 3 quick questions.