

3 WAYS
TO SECURE
YOUR NEXT SPA
/ VIRTUAL SPA
HOST



Finding and securing your next Host

A Host does much more than simply agree to Host your next Spa or Virtual Spa. They will help you:

- Meet new Customers by connecting you with their friends and family.
- Generate monthly sales (Monthly income for you!)
- As your ally and partner during the Spa
- By being a VIP Client (purchasing several times during the year)





Training

New Consultant

Consultant

Weekly Training

Product

Leader

Host Coaching


SOCIALIZE



Host Coaching


Host Coaching


Documents


 [Host Planning Guide](#)


 [Host Rewards Program](#)

 [Word Choices Script Host Coaching](#)

 [Host Stacking Instructions](#)

 [Host Credit toward Kit](#)

 [Host Coaching Checklist](#)

 [Host Exclusive Ultrasonic Diffuser](#)

What to communicate to secure a Spa / Virtual Spa?

- Before going into detail about the what to say, let's review the following benefits for you:
 1. **By having a SPA or demo with a Host, you will meet more clients and earn more money. If you are sure about this, then you can speak with more confidence.**
 2. **Become familiar with the Hostess plan so you can explain to the future Host the benefits of having a Spa.**
- These two points are what will make your invitation and event a success.
- Knowing that training your Hostess well and knowing the Hostess plan is half the process.

Build a relationship with the Host

During your conversations listen for any needs she may have, such as headaches, dry skin, aches and pains or needs for her family (kids, parents, etc.)

Here are the tools you need to find and secure Hosts:

- Product samples
- Calendar
- Business Cards / Link
- Needs Cards
- A smile



Looking for Hosts

What do you need to do?

- Know the Host Program
- Know the needs of those who want FREE products
- Help them invite others



BE A HOST AND YOU COULD EARN GREAT REWARDS AND FREE PRODUCTS!



DO YOU ENJOY USING 100% PURE ESSENTIAL OILS AND NATURALLY BASED PRODUCTS?

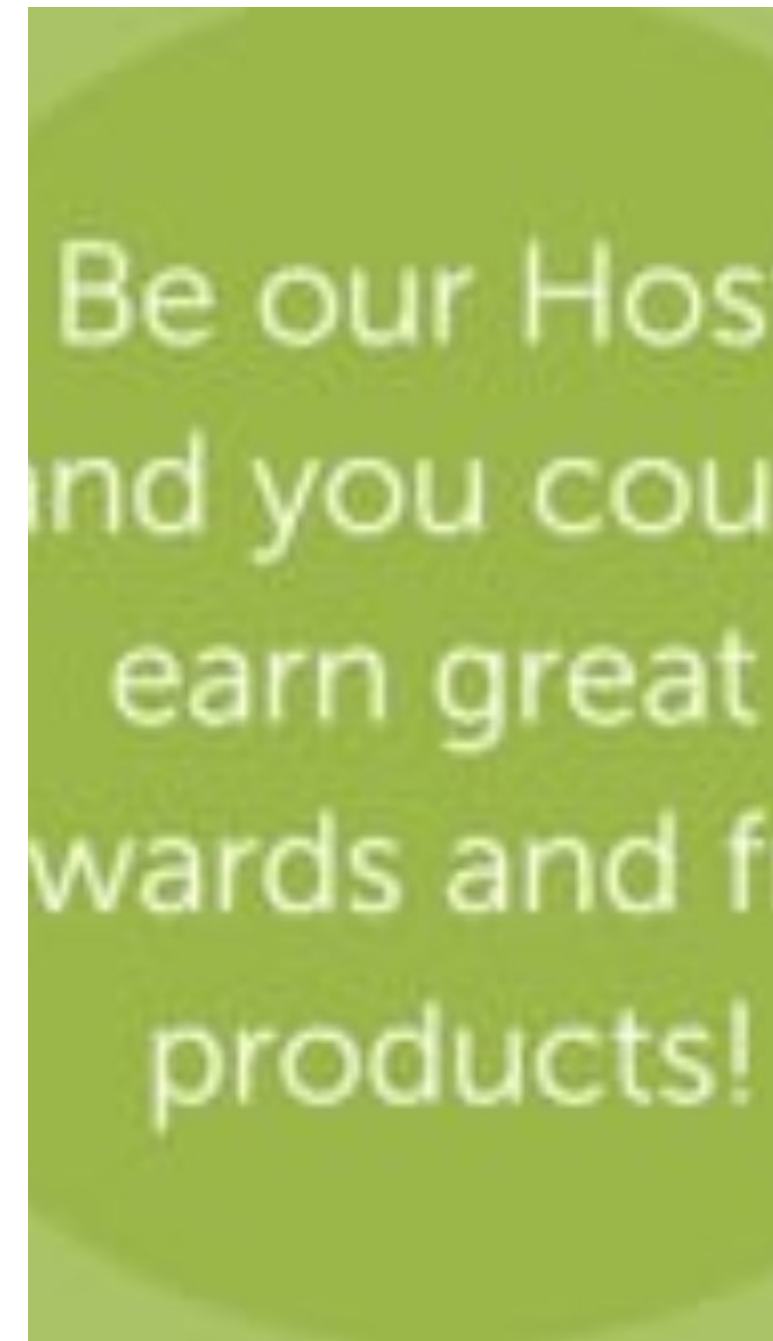
THEN YOU ARE THE PERFECT HOST FOR A SPA

- 1** Connect with your **Just** Consultant to choose a date and book your Spa.
- 2** Gather your Spa guests together in person or online via a virtual Spa.
- 3** Enjoy a relaxing and entertaining event. The higher the sales of your Spa, the bigger your rewards!

THIS IS OUR GENEROUS HOST REWARDS PROGRAM

SPA TOTAL RETAIL SALES*	HOST REWARDS	
	FREE PRODUCT	ITEMS AT 50% OFF
\$300-\$599	15% of sales	1
\$600-\$999	20% of sales	2
\$1000+	25% of sales	3

Your Spa must total at least \$300 in Sales and include 3 purchasing guests to qualify for your Host rewards.
*Does not include tax and shipping.



Episodes

- # 1 Contacts in phone
- # 2 References
- # 3 Professionals



Ways to find Hosts = Partners

- Every person you know who has a stable job is a perfect Host. They have a stable income, they need to relax at the end of the day, they like to see their friends and socialize.
- *Making lists of people's names by profession is another activity that will generate a lot of business for you.*



Schools / Universities <ul style="list-style-type: none"> • Teachers • Counselors • Coffee shop • Assistants 	Medical services <ul style="list-style-type: none"> • Nurses • Female doctors • First aid • Laboratories • Assistants 	Insurance <ul style="list-style-type: none"> • Agents • Assistants • Customer Service 	Real estate <ul style="list-style-type: none"> • Agents • Assistants • Customer service
Police department:	Government offices	Supermarkets and service shops	Banks - Credit Unions
Restaurants	Veterinary <ul style="list-style-type: none"> • Doctors • Assistants 	Party Planners	Transportation: <ul style="list-style-type: none"> • Agents in airports, trains
GIG Economy People <ul style="list-style-type: none"> • Uber • Door dash • Other direct selling companies • Ladies who make crafts • The ones that sell on Etsy • Those who sell on FB or Instagram 	Wellness: <ul style="list-style-type: none"> • Yoga • Gym • Aromatherapy • Spiritual • Athletes 	Students: <ul style="list-style-type: none"> • Universities • Colleges • Institutes • Study centers 	Mothers of the Family <ul style="list-style-type: none"> • Young girls because they have little boys • Adults to improve their health

If you hear someone say:

"The other day I couldn't sleep, my nose was stuffy"

(acknowledge what she said)

"Sorry you had a bad night. If I could suggest something to help you feel better and decongest your nose, would you like to know about it? "

"With the Eucasol and the Thyme Cream, you'll notice that you can breathe easier and helps the discomfort go away.

(Keep talking about the benefits)

In a conversation with friends:

Has anyone spoken to Sandra recently? She was having a bit of rough time lately."

You can respond by saying:

"I wonder how we can help her. I'd like to send some essential oil samples that help with that. Does anyone have her address? "
Even if you have Sandra's information, ask questions to generate curiosity.

Then you can say:


"If she organized a wellness Spa, would you support Sandra by attending? If she liked the products she could receive them for free.



If someone asks what you do for a living

“I am dedicated to helping people. It gives me great satisfaction to see people living well and enjoying life. Essential oils have changed my life and of many people, and I also earn money”.

(Wait until curiosity leads them to ask what oils)



When the person shows interest, you offer 3 ways to obtain them:

“I can offer you 3 ways to enjoy Just,

1. Become my Customer
2. Become my Host and we can schedule your Spa / Virtual Spa
3. Become my team member and enjoy the rewards of being a Just Consultant.

The Host delivers has 80% of the results

- Preparation
- Practice
- Invitation
- Closings
- Goals

