

# SOULPURPOSE

## Skin Care Class WORKSHEET

[Click to download](#)

I've designed an exciting tool to assist you in guiding your customer through the process of determining their skin type, recommending the appropriate Nurture products & closing the sale in 3 easy steps!

1. After you welcome your guests, and introduce yourself and the company, you would walk your customer through the skin care assessment on page 1 to determine their skin type. (You can also do this over the phone to determine their skin care type so that you'll be prepared for the appointment with exactly the right products for every customer. This is especially important for one-on-one appointments.)
2. Based on their skin type, dispense the appropriate products for them to sample. As you do, they should complete the bottom right section by listing what skin care products they currently use. (This will be invaluable information for your follow-up calls.)
3. Conduct the actual Nurture Experience on the customer(s). When you're done and as they are oooing and awwwwing about how wonderful their skin feels and looks, ask them to select the Nurture Skin Care set for their skin type that they wish to purchase today (pictured on page 2 of the worksheet).

Collect the forms and WRITE UP YOUR ORDERS!

Please call or text me as you prepare for your classes if you have any questions or need assistance!

With your success in mind,  
Cheryl A Cormier, 321-217-3912

### BONUS TIPS to encourage orders on-the-spot.

- A. **CASH 'n CARRY.** Have a limited # of sets on hand for the first customers who order on the spot. (Replace your inventory by shipping their order back to you.)
- B. **CASH DISCOUNT.** You could offer a cash incentive (say a 5% discount) off retail for their first order. You're giving away a fraction of your profits but you'll easily make it back on subsequent orders.
- C. **My favorite is a deal too sweet to pass up!** Let them know that their purchase today will qualify them to be enrolled in our **FREE PREFERRED CUSTOMER AUTO-SHIP** which means they would save up to 30% PLUS get free shipping on all future orders (\$50 min)!

nurture  
VITAMIN C SKIN CARE



Nationwide Launch PWAP

**Saturday, August 25!**

With LIVE Conference Link @ 4:30pm ET

**712-432-8904, 47685#**

### ADDITIONAL RESOURCES

Helpful information & tools for your classes are available in the FEATURED LINK section & on the PRODUCTS page of [SOULPURPOSE-NEWS.BLOGSPOT.COM](http://SOULPURPOSE-NEWS.BLOGSPOT.COM)

And don't forget the beautiful Nurture Product Website [SOULPURPOSENURTURE.COM](http://SOULPURPOSENURTURE.COM)