

Warm Chatting with Lip Gloss Samples!!!

Your new Lip Gloss Samplers come with a vertical strip of the color and a hole punched at the top. Purchase rings from the school department at Wal-Mart ? several sizes in one package, but make certain you have at least rings 1?-2? in diameter. The cost is only around \$2. Alphabetize your glosses and thread them onto the ring. You can carry this attached to your Starter Kit straps or tucked inside, but you also have a dynamic opportunity to carry several strips attached to your purse or tote. That would be a perfect way to have a prospective customer choose the color of gloss she'd try as you hand out your five to ten samplers per day. Ask her if you can call her tomorrow to get her opinion, that way you will know which glosses are most popular and which ones to stock! When you call her to get her opinion, offer her a FREE gloss to be a practice face for you! The longer she is with you chatting as she picks out her gloss, the stronger the bond and the more likely she is to work with you and book an appointment!



Here is a picture for you to check out!!!

This is also a great tool to use for when you need to reorder inventory. Note that the top of the sampler strip you find the punched hole. When you utilize the last sampler, take the top off the ring and place it into an envelope marked ?Supplies I Need to Order? or attach to your inventory order sheet. Another huge advantage to using a ring to organize, it makes your Sampler Case thinner and less cumbersome.