

Session 2

Pamper

Party

Training



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Where do I start?!

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Ask a hostess – get her excited so people are motivated to attend

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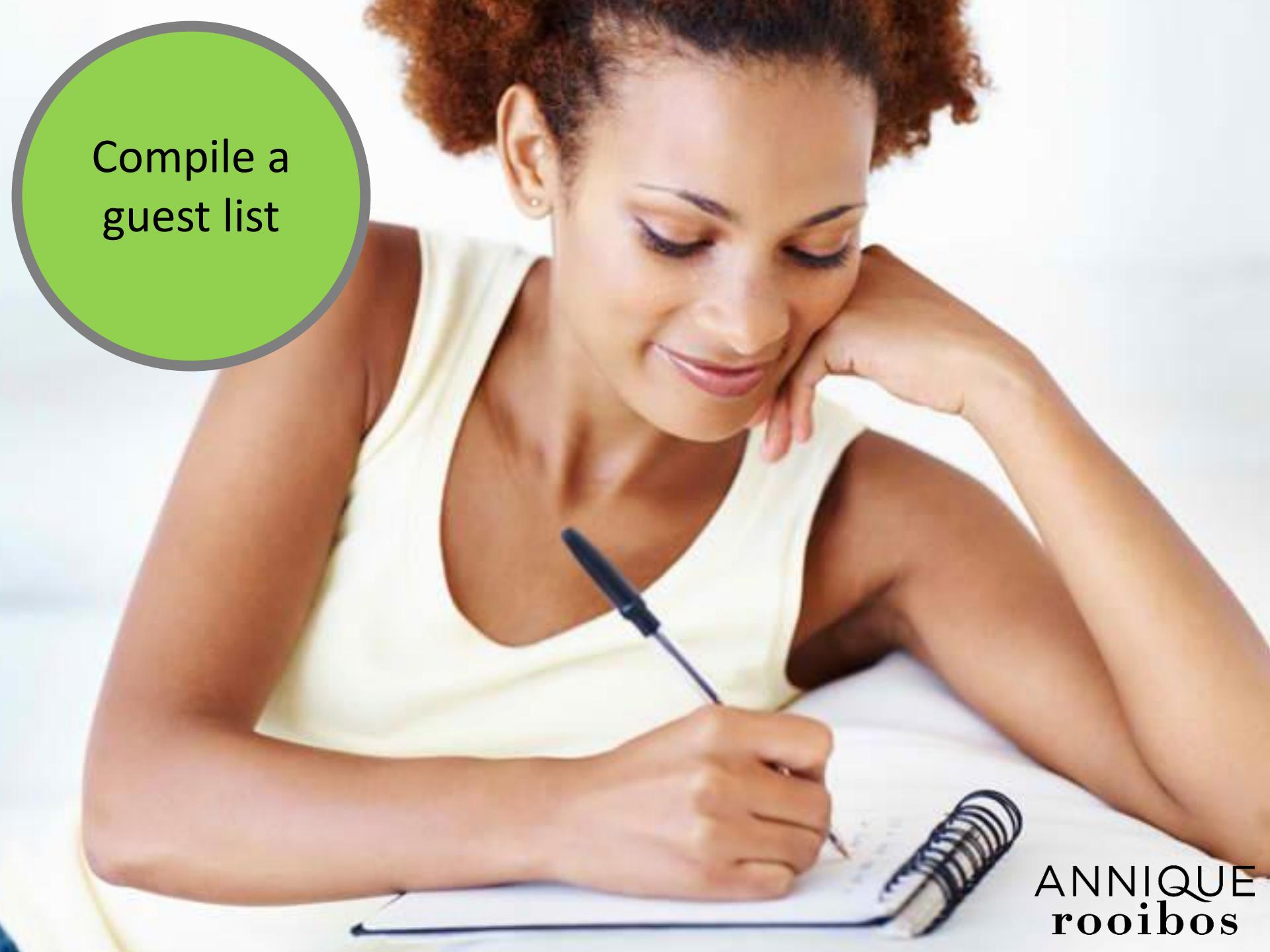
Use a hostess gift/"buy me to me" or give her
discount on her own purchases

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A photograph of a woman with long brown hair and glasses, wearing a dark blue polka-dot dress, sitting at a light-colored wooden desk. She is looking down at some papers she is holding. On the desk in front of her is an open laptop, a white coffee cup on a saucer, and a small potted plant. In the background, there's a window with a view of a building and some office equipment. A green circular overlay on the left side of the image contains the text.

Choose
a theme,
date and
venue

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A woman with curly hair, wearing a white tank top, is smiling and writing in a spiral-bound notebook with a pen. A green circle with a grey border is positioned in the upper left corner of the image, containing the text "Compile a guest list".

Compile a
guest list

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Guest List:

- David & Victoria Beckham
- Brad Pitt & Angelina Jolie
- Jason Segel
- Mila Kunis & Ashton Kutcher
- Bradley Cooper
- Orlando Bloom & Miranda Kerr
- Julie Portman & Benjamin Millepied
- Julia Roberts
- Tom Brady
- Blake Lively

Invite \pm 20 people, there are always
people who cannot make it

The ideal is 8 to
14 people

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A photograph of a woman with dark hair tied back, wearing a white blouse with a large red and yellow floral print. She is seated at a light-colored wooden table, looking down at a pink notebook. Her right hand holds a red and white pen, and her left hand rests on the notebook. She is wearing a silver ring with a small diamond on her left ring finger. In front of her is an open silver laptop. The background is slightly blurred.

Design an
invitation
and send

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Invitation

Do something special and make your invitations stand out!

Theme your Pamper Party:

Valentines

Soup and sherry evening

Pink party

Rugby theme

Boerewors braai

Teen pamper party

Pyjama party

Mother and daughter

Champagne breakfast

Birthday pamper

Mothers day

Cheese and wine

Woman's day

Pool party

Sushi party

Matric farewell party

Slimming party

CANSA fund raising

Picnic party

Garden party



**GIRLS
NIGHT OUT**

SCHEDULE YOUR OWN
PERFECTLY POSH PARTY
FOR A NIGHT OF FUN!

perfectly
posh
Independent Consultant



It's time to get the girls together...
& make ourselves feel a whole lot better!

spaaaah...
party

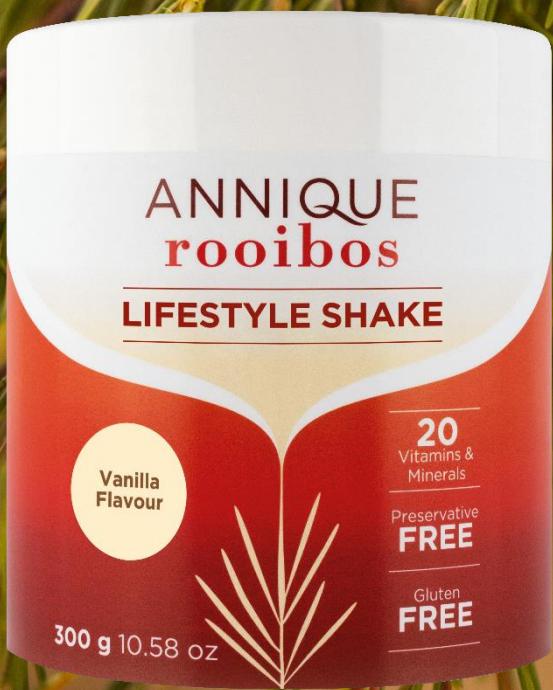
Friday, October 29th * 6-9 p.m.
Drinks, hors d'oeuvres, relaxation
120 15th Avenue S.E. Baxter
Kindly RSVP by October 25th to Felicia
(no children. Please)

Girly Pamper Parties



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Have herbal teas/ice tea available to taste and/*shake cocktails (*while masque is on)



Christmas Pamper Party



Mother and Daughter Pamper Party



Cheese and Wine Pamper Party

Know how many people will attend before hand.

Get attendees names to prepare for the function.

Champagne breakfast Pamper Party



Garden Pamper Party

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Set up the display table in advance



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Sit around dining
room table...



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...or even in the
garden

Setup a table with mirrors, bowls with luke warm Rooibos infused water, towels, head bands, pens, wish lists and Annique products



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Receive guests with rooibos herbal tea, rooibos ice tea and\or shake.



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*Let all the clients introduce themselves to each other: {+/-5min}

- What is your name?
- What do you do for a living?
- Where do you come from?

*Introduce yourself and tell the clients how long you have been with Annique and what Annique has done for you in your life {+/-5min}



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1968 – an amazing discovery

Dr. Annique Theron discovered the natural healing powers of Rooibos when, one sunny April morning in 1968, she warmed her allergic baby's bottle with warm Rooibos tea.

She was amazed at the instant calming, soothing and healing effect it had on her fourteen month old baby daughter, Lorinda.

She set out to investigate this tea's healing properties and found she stood alone in her discovery of its anti-allergic qualities.

However, she soon found hundreds of mothers with children who suffered from similar problems varying from food allergies to eczema, insomnia and hyperactivity in their babies and young children.

In 1974 Annique Theron published her findings about allergies in children

What makes Annique UNIQUE?

- Cleansing only once a day, at night.
- Press cream onto face instead of rubbing in.
- Moisturising up to 8 times per day.
- Sun protection forms part of the daily Annique skin care routine.
- Apply the Freshener as the last step in your skin care regime.
- The Annique foundation is part of the Annique skin care routine, boasting anti-ageing and moisturising abilities.

Talk about Annie's Rooibos tea and the Herbal Tea range



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Explain to the clients that if they don't want to remove their eye make-up, they don't have to do

Alternatively they can even do the “facial” on their hand



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Everyone can now
put the head cap on
their heads



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Tell your guests the following: “Take a tissue ladies”, then spray Resque Mist on the tissue, instruct them to inhale the Resque Mist and include some breathing exercises.

Say something funny like *“if your nose is open, then your brain will also be open”*.

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Ask the clients, “Who of you know what your skin type is?”

- Let your clients talk about their skin types and why they believe that they have that specific skin type around the table or amongst each other.
- Let the clients write their skin type on a piece of paper in front of them.



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Explain to the clients why it is important to know what their skin types are.

- Because even with something as “simple” as the wrong cleanser can dry out their skin.



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Get luke warm water for everyone with a Annique
Rooibos tea bag in



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Ask the clients to write their skin type on their “wish list”.

If they are unsure, assist them before cleansing.

On that same paper, let them write down their 3 main skin concerns, example pigmentation/ enlarged pores and dehydration etc.

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Cleanse

Instruct the clients to mix a little bit of Rooibos water with the cleanser and start to cleanse their skin in circular movements with their ring and pinkie finger

Cleanse from the hairline up to the collar bone

Ask the ladies not to remove the cleanser

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Why is
exfoliation
important?



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Exfoliate

Go around the table, hand out exfoliator to every client and explain to them how important exfoliation is and how often you should exfoliate at home.

Share with them how important it is not to scrub their skin too hard and that they should do so with their ring and pinkie finger.

Give them tips like : “take your ring finger and make circular movements on and around your nose.”

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Take the facial sponges to remove the cleanser and exfoliator properly and make sure that there are no granules left on the skin.

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Ask the clients:

"How does your skin feel after you have cleansed and exfoliated?"

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Introduce the 180° range for men
and Face Facts range for
youngsters.

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Go around the table and give each client a few drops of Annique's Miracle Tissue Oil in their hand, then explain to them how to apply the Miracle Tissue Oil

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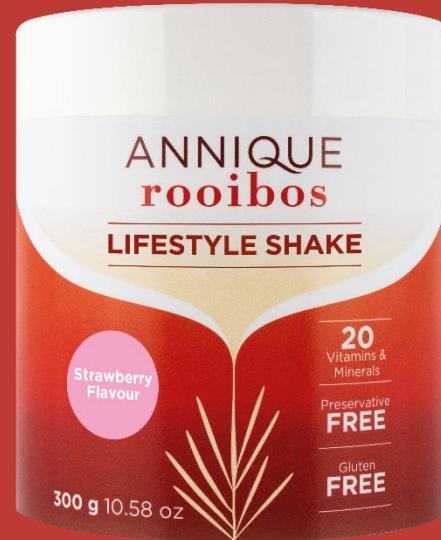
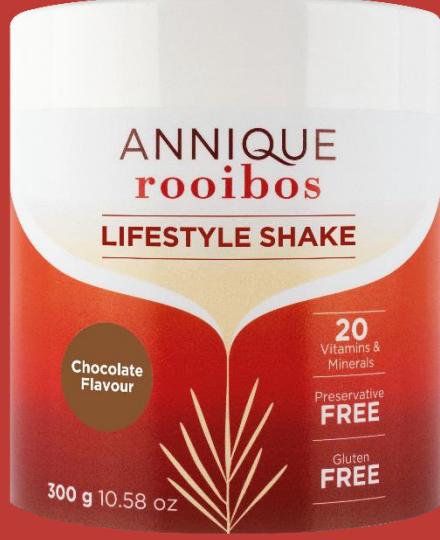
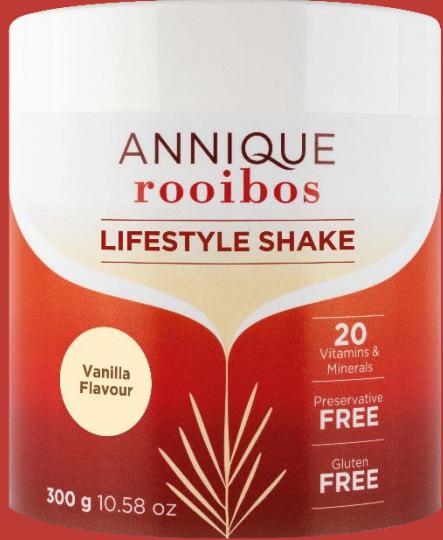
Share some of the Resque products in the range and their benefits



Share some of the Resque products in the range and their benefits



Hand out the skin appropriate masque to the attendees and show them how to apply



SHAKE

While the masque is on the client's skin, make some Lifestyle shake in a shaker to show how easy it is to make it in front of the clients.

- Give some shake to each client and share the many health benefits of the shake.
- Explain how good the shake is for the children.

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- Get clean water with an Annique Rooibos tea bag for each client
- Ask the clients to remove the masque with the facial sponges
- Ask the clients to share how their skin feels



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IF YOU LIKE
Share your own testimonials



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Or ask some of your guests to share their testimonials



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- Hand out the skin appropriate moisturiser to the clients.
- Decant moisturiser with a spatula.
- Explain that in Annique we moisturise more than once a day.

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Freshener

**Hand out the Annique
fresheners to the clients**

- Explain to the clients the importance of a freshener.
- Explain why Annique do not use a toner.
- Explain how important a balanced pH level is and that a freshener should be used throughout the day.

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Sun protection –
hand out sun
protection and
explain that the
sun is responsible
for 80% of skin
ageing.



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BB Cream

1. Evens out skin imperfections (Coverage)
2. Adds moisture and nourishment (Moisturisation)
3. Exceptional sun protection (SPF 30)
4. Minimise the appearance of fine lines (Anti-ageing)
5. Facilitates the elimination of blemishes (Anti-blemish)

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Ask the clients to remove their hair caps.

- Have a hair brush available for ladies who might need one.



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Ask around the table,
“What was your favourite Annique product/s of the day?”

Hand out perfume whilst clients complete their order forms





Close the sale

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Close the Sale

1. Evaluate product selection on wish list
2. Suggest special offers
3. Ask if customer has any other health needs or concerns and suggest additional products
4. Add sale and confirm payment method
5. Confirm suitable delivery date[s] and contact details



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The End



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