

ALLSTARS UNIT BOOKING GAME (DEAL/NO DEAL)

After the dash out the door color card (if you do color at all), I have them compliment each other on their new looks and then say "We're going to play two corny games, I'll show you some deals, and then we're done!"

The first game is "deal or no deal". Tonight was our first date together, and if you enjoyed our date and you want to book a second one to try other products we're doing that now.

Maybe you want to do a full glam look, spa night with PJ's, or a multi-masking class - you get to pick your treatments. I'm going to come around and ask each person "DEAL....OR....NO DEAL". If you say "no deal" it means you don't want to book that second appointment...and just so you know, if you say "no deal" I'll still appreciate and like you anyways (lol), if you say "deal" it means you want to book that second appointment either at your home or at one of my makeover events.

When you share it with at least 2 new friends over 18 that I haven't met before, you'll get a shopping spree of \$40 off a purchase of \$75 or more. PLUS, you'll get extra product bonuses on the back of one of my cards (tell them what the bonuses are).

Start with the person you think is excited to say yes: Ask her "Jane....DEAL or NO DEAL". If she says deal, BE EXCITED! If she says, no deal then say, "No problem, my friend, if you change your mind, just let me know! It would be fun to get together with you again!"

At the end of the game say "Thanks for playing, if you said DEAL we'll work together when we meet individually to figure out when you'd like to do it!"