

Demostration:

שלב העצירה

Try some lotion mam...(עם חיוך גדול ומזמין)
Can I ask u something??? !!!
Are those your natural nails?
I have to show u something amazing, come!

שלב הביפבור

Give me the worst nail u have i'm gonna make it beautifull in 10 seconds (תופסים את האצבע ומתחילים לבפבר)
It's a natural buffer, three sides: black, white and gray:

First the black side	Made out of dimond dust	Cleans your nail from all the yellowing, ridges and bumps from your nail.
Switch to the white side	Made out of cutton	Smooth your nail, but mach more important, its gonna stimulate the blood under your nail, like massage, and its going to help your nail to grow strong and fast.
And now!!! the amazing side!!!! The gray	100% silk	This is our secret ,is bring out your natural shine of the nail, and give if the natural protection.

Mam, r u ready to be amaized??? 1,2,3 look at your new nail!!!! Isn't it amaizing???!!!!
It's gonna stay shiny for two weeks no metter what u do: dishes, cleaning, wash your hands 1000 times a day and it will stay shiny for two whole weeks! Doesn't mater what you will do .
Tray to scratch it , there is no cheeping and piling like nail polish.

To complete the treatment and make your nail perfect, i add one-drop from the natural cuticle oil with vitamin e & b , rub it into the skin. It will moisturize the cuticles around your nail and help them hill, now your nail can grow much healthier! (שמים טיפה מהשמן על הציפורן וקצת מסג' ומגבים עם צמר גפן)

You love it or you love it? (להנהן עם הראש זה תמיד עובד)

How mach...the big question.

הצגת הקיט

It all comes in this kit :the lotion u can pick from five deferent sense , file , the cuticles oil with the vitamins and one year guaranty buffer !!!

Usually it's 45\$ but its the last day of the promotion, and we sale it for only 29.99\$!!!! (If you'll buy two you'll get the third for free!!!)

לא להציע לכל לקוח, יכול להרתיע או להרוס לנו, תלוי בלקוח.
דילים עדיף בקופה
יותר רלוונטי לגבי חודשי הקריסטמס (להכניס את הדיל בדמו)

But first try it by your self... (ישר מעבירים נושא מהמחיר ונותנים לה לבפבף בעצמה, מכניסים לה את הבאפר שתבפבף) u see you did it by your self!!! It's so easy!!!

סגירת מכירה

Try the sense tell me wich one do you like the best: (לתת לה להחזיק את הבקבוקים ולהריח)

French vanilla

Ocean therapy

Peach

Temptation - Green apples

And unity- ck 1 perfume

Wich one do u like the best???

הלקוחה בוחרת את הריח שהיא הכי אוהבת – ישר לקחת את הקיט באותו ריח:

if u have any questions, feel free to come and ask me...

And its going to stay like this for hall tow weeks...

וניגשים עם הקיט אל הקופה, שמים בשקית ומגישים לה את השקית

How do you want pay cash or credit???

ברגע שהכרטיס או המזומן אצלך ביד, אך ורק אז מנסים לדחוף את הדיל או את השני בחצי מחיר

הורדה לעשרים

בהנחה שהלקוחה לא רוצה ולא משתפת פעולה ומתחילה לתת תירוצים למיניהם

Mam, is it to expensive for u today? O.k. I'll do something nice for u but first u have to promise me that u won't teel anyone!!! I get 30% off because i work here, so i'll give it to u, i don't care, i want u to have it. And you'll do something nice to me: show it to your friends, and do a promotion for me!!! So we're even!!! Take it enjoy it!!!

ההצגה צריכה להיות אמיתית ומשכנעת, הלקוחה תרגיש שבאמת עושים משהו במיוחד בשבילה ותקנה!!!

ולסיום

Save the receipt- when you'll need more for Christmas, just show the receipt with my name and you'll get the same price whenever you come. Have a good day

Demonstration

Dead sea salt scrub

עצירה

Can I ask you something? Have you ever heard about the dead see before? Let me show you something amazing?

הולכים עם הלקוח לעמדה, שמים לו(להם) חצי כפית על היד ואומרים:
While im talking, scrub your hands like you washing them....

הקדמה

The dead see is the lowest place on earth between Israel and Jordan.
400 meters under the see level, that's way their are special salt, oils and minerals.

You know that 90% of your skin is maid from dead cells? The salt is for rejuvenating and revitalizing your skin.

The salt exfoliates (removes) all the dead cells that you have in your body, and will give you a new layer of skin which is younger, helter and cleaner.

Open and clean the pores, so all the oils **and minerals** will observe in to your lowest tissue and will stay their for a week. And that will give you feeling of soft skin and shiny look for your body

U can use it all over your body but not your face. Elbows, knees, back, belly, if you have stretch marks with time it will remove them. But specially for your hands and feet.

העשרה

You know that people from all over the world come to the dead see just to seat in the water? And hill there body from skin disease like eczema, sorisies, colossi, open cuts, dead skin.

Now maim..... Tell me the truth? Have you ever felt your skin like this? To complete the treatment we have special hand cream with all the natural ingredients from the dead see and the moisturizing your skin needs. let me feel AMAZING!

המכירה

You don't have to go to Israel.... The dead see came to you...(I m saving you the flight, hotels, restaurant... בדיחה)

We have a jar that will last you for at list a year for all your family, every time you use is you take only half a tee spoon and rub it all over your dry skin

Usually, we sale this jar for 60\$ but we just started here and we have a big promotions so every one can get to know us. Now we sale it for only 50\$. We have 2 smells: green tea and lemon, which one do you like more? You can take only the salt and you can take it with the hand cream and foot cream. If you take 1 its 20\$ but if you take the hand and foot its 2 for 30\$. But because you talking the salt ill give you a good deal!