



How To Do a Glamour Appointment



Skincare

Start by having the guests do the skin care quickly on their faces. Use the 3-in-1 Cleanser, Eye Cream, Day Solution, Moisturizer, and Foundation. You shouldn't go into detail explaining each product because you did that at their first skin care appointment. This is a good way to sell the skin care if you haven't already because they see how fast it really is to do.

Concealer

Explain the benefits of using concealer. Concealer can be used anywhere they need extra coverage for blemishes, discolorations, etc. Yellow concealer hides dark circles under the eye. This is also a great time to remind them about our Microdermabrasion product since it will clear up blackheads, reduce pore size, and take away discolorations.

Eye Color

Apply eye primer to one eye and not the other eye. This will help them see the benefit of using the primer. Be sure to explain that the primer helps the eye shadow stay on their face, as well as neutralizes the natural skin undertones to bring out the true color of the shadow.

If you want to know which colors to use, you can use the Look Books and show the models in there. Find the model with the closest hair color/skin tone and use the colors they advertise in there. You can also match eye color to the shirt they are wearing.

Eye Liner

Let them choose an eyeliner, or use the liner that is suggested in the Look Book. Lining the eyes $\frac{3}{4}$ way across makes the eyes appear wider. Lining the whole way across makes the eyes appear smaller. You can also have them put a little bit of their midtone eye shadow under their eye to give them a smoky look.

Cheek Color

Allow the guests to choose a cheek color that they like and apply it the same way as they applied the bronzer in the Dash out the Door Look. A line along the cheek bone elongates the face and circles along the cheek bone makes the face more round. Be sure to tell them to brush upwards when applying cheek color.

Lips

You can have them use the Satin Lip mask to get their lips smooth. Don't use the balm since you are going to apply lipstick and gloss. Be sure to tell them that the balm works for 6 hours and is great when used before bed.

Choose a lip liner and have them line their lips. Start in the middle of the top lip. Draw a line from the middle of the lip out to the left side, then the right side. To line the bottom lip, start from one corner and draw a line the whole way across. Lining just on the inside of the lips will make the lips look thinner. Lining just on the outside of the lips makes them look larger.

Choose a lip color and then apply gloss as well. Applying gloss just in the middle of the bottom lip will make them appear fuller.