

Bridal Shops

I believe big business is in Brides a lot of our consultants in the unit are formal brides... I gave this to a couple of consultants and they took action and contacted a bridal shop within their area and is working Saturdays within it... If your consultants want to get names and don't have the time during the week or not out and about a lot this is perfect... When you set up a time to set up a table ask the following: when would you suggest would be the best times and days... do you have a table or should I supply one... also don't forget to bring a wrapped gift of thanks to the manager or owner and little gifts for all that work within the shop (and book them)...

The bridal shop:

Ok you go in sharp sharp sharp and you say: Is the owner or manager in?? When you have one of these in front of you, you say " Hi! I'm Val Jones and I've heard wonderful things about your shop (pause) I would like to see if there is any reason why you wouldn't be interested in providing an extra service to your clientele at no cost to you? (pause) Here is my business card, I would like to set up a table in your shop let's say on a Sat. and let your clients know that we provide a service of a FREE consultant ion of doing their Make-up. The Brides usually like to get together before their wedding date so they can get some ideas. PAUSE and await answer... this is a great way to get leads without paying a cent and also you will be meeting women that really are excited about your services..