Signature Solutions Facial

SET UP
Table for laptop/ipad and ARTISTRY Skin Analyzer

Table for ARTISTRY Recommendations

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<thead>
<tr>
<th>Skin Renewal Solution</th>
<th>Intensive Renewing Peel Vitamin C &amp; HA Treatment</th>
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<td>Daily Skincare Regime</td>
<td>• <strong>essentials</strong> Cleanser, Toner, Light Lotion</td>
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<td></td>
<td>• <strong>Skin Nutrition</strong> Balancing Cleanser, Balancing Toner, Balancing Matte Day Lotion SPF 15, Balancing Matte Gel Lotion</td>
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<td></td>
<td>• <strong>Skin Nutrition</strong> Hydrating Cleanser, Hydrating Toner, Hydrating Day Lotion SPF 15, Hydrating Gel Cream, Hydrating Eye Gel Cream</td>
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<td>• <strong>Skin Nutrition</strong> Renewing Foam Cleanser, Renewing Softening Toner, Renewing Reactivation Day Lotion &amp; Cream with SPF15, Renewing Reactivation Cream, Renewing Reactivation Eye Cream</td>
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<td>• <strong>Skin Nutrition</strong> Firming Ultra Lifting Cream</td>
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<td></td>
<td>• <strong>Ideal Radiance</strong> Cleanser, Toner, Illuminating Moisturiser &amp; Moisture Cream</td>
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<td>• <strong>ARTISTRY Men</strong> System set</td>
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<td>• <strong>Supreme LX</strong> Regenerating Cream &amp; Eye Cream</td>
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<th>Targeted Solutions</th>
<th>Signature Select Personalized Serums</th>
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<td>• Base Serum</td>
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<td>• Hydration Amplifier</td>
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| ARTISTRY Make-up | **Ideal Radiance** CC Cream, **Youth Xtend** and Exact Fit Foundation (a couple of colours for show and tell), Light Up Lip gloss. |
Today for your facial, I am going to use each of the recommended products from the Skin Renewal Solutions, Daily Skincare Regime and Targeted Solutions.

Prepare
- Apply an ARTISTRY Head Band
- The customer is sitting in a chair. You are now standing and will work behind her with her head resting against you for support and comfort.
- Apply a cape or towel around her shoulders

Are you comfortable? Today your skin analysis has indicated XXX (hydration / pore size / elasticity / wrinkle etc.) as an area for improvement and as a result I am going to use XXX products for your mini facial. One of the best ways to kick start your journey to healthy skin is start with the Skin Renewal Solutions which recommends two powerful products - Intensives Skincare Renewing Peel and Vitamin C & + HA Treatment. Together these two potent product remove dead skin cells encouraging healthy skin cell turnover and protect your skin from environmental damage.

Today I am going to apply the Intensives Skincare Renewing Peel on the back of your hand so you can feel and see the difference on the skin between the two hands. I won’t be using the Vitamin C + HA Treatment because it needs to be mixed and has a 30 day lifespan”. (If the customer has made a commitment to purchase the Vitamin C + HA Treatment, offer to mix it for her and use it on her today).

Apply
The Intensive Skincare Renewing Peel to the back of one hand
The most important step to healthy skin is a regular, twice daily, skincare routine. Having a daily skincare regime that includes cleansing, toning and moisturising is a critical part of maintaining healthy skin. As well as keeping pores clean and free from dirt and impurities, cleansing morning and night with ARTISTRY Cleanser and Toner helps skin shed spent cells to reveal youthful more radiant skin while finishing with a moisturiser helps reduce moisture loss and leaves the skin feeling soft, smooth and supple. Following this routine morning and night will help to develop new habits so they become part of your everyday routine.

(Show the Cleanser that you are using and how much you are using.)

This is the .... Cleanser recommended for your daily routine, designed to XXX (product information)

Apply

- Micellar Makeup Remover + Cleanser (if eye make-up present) – use cotton pads
- Recommended Cleanser or Micellar Water
- Apply a small amount of the recommended (or preferred – the customer might wear Longwearing Foundation and prefer the Micellar Makeup Remover + Cleanser) ARTISTRY Cleanser to the fingertips.
- Show the customer how much you are using.
- Apply a little water and with light circular movements apply from the chin to the forehead and back down to the temples.
- Remove the cleanser with cotton pads and warm water. Lightly dab dry with a tissue.

If using Micellar Water, apply to two cotton pads and wipe gently all over the face until throughly cleansed of make-up.

To complete the cleansing process finish with XXX product toner. The toner is a vital step to your skincare routine as it assists with the cleansing, balancing and softening the skin. Apply to a cotton pad and wipe over the face but avoid the eye area”

Apply

The recommended TONER to two cotton pads and show the customer how much you have used. Wipe over the face, a cotton pad in each hand, avoiding the eye area.
I am now going to introduce you to some of ARTISTRY’s true power products. These products have higher concentrations of efficacious ingredients and are created to treat specific skin concerns and get results. ARTISTRY’s range of treatment products are technologically advanced and are supported with proven clinical results to provide ‘at home’ alternatives to professional salon treatments.

The ARTISTRY serums are personalised, and this is why we call them Signature Select Personalized Serums. ARTISTRY recognise that everyone’s skin is different, and their concerns are different. Therefore, we personalise a serum unique to your skin and skin concerns. The ARTISTRY Skin Analyzer has recommended these focus areas. (e.g. hydration, Brightness and Wrinkles). Based on this result and your personal skin concerns, we can personalise a serum targeting up to three of these concerns. We can mix the Hydration, Brightening and Anti-Wrinkle Amplifiers into one base serum that will target all of your concerns in one easy step. You will start using the Serum Amplifier after using the Skin Renewal Solutions for 7 days. Use the Serum Amplifier day and night after cleansing and toning. You will only need 1-2 pumps for the entire face but avoid the eye area.

Tip: You can tell your customer that you now offer full 1 hour facials and talk to her about the cost, what is involved and introduce your customer to the ARTISTRY Skin Enhancer.

Apply

Show the customer how to mix the amplifier to the base serum.
Show the customer how much you apply, 1-2 pumps. Apply all over ......

A skincare routine is never complete without an eye cream. The (e.g. Skin Nutrition) Eye Cream is applied day and night before your moisturiser. This eye cream will help diminish the appearance of fine lines and wrinkles, leaving the skin softer and younger looking.

Apply

A small amount of eye cream onto a spatula and transfer to your ring fingers. Show the customer how much you are using and how to apply the eye cream sparingly to the eye area. The eye cream is applied in a light tapping motion around the orbital bone, not too close to the eye.
The final step to your daily Skincare routine is moisturising. Your recommended moisturiser is (e.g. Skin Nutrition Hydrating Day Lotion SPF). The Skin Nutrition Hydrating Day Lotion is worn during the day as it contains an SPF to protect from the environment and provide comprehensive anti-oxidant protection to minimise and prevent the appearance of fine lines and wrinkles. The Skin Nutrition Hydrating range also includes a night treatment, Hydrating Gel Cream.

You will find that you need to use very little of the ARTISTRY product to achieve outstanding results.

**Apply**

- A pea size amount of (e.g. Skin Nutrition) Hydrating Day Lotion SPF to a spatula and transfer to your fingers. Show the customer how little she needs to use.
- Resting the customers head against you. Transfer the cream to your fingertips and dot over the face. Massage or press the cream gently into the skin from the chin working up to the forehead. Finish on the temples.

How does your skin feel now?
I am now going to remove the Intensive Skincare Renewing Peel.

**Apply**

Remove the Renewing Peel with a cotton pad and water. Pat dry.

Now, compare the skin on both hands. Can you see the difference in the colour of the skin and feel how soft your exfoliated hand is?

Let me apply a little of the (e.g. Skin Nutrition) Night moisturiser.

The only step I haven’t completed is the Intensive Skincare Anti-Wrinkle Serum (if recommended). This is because it is a night time treatment and contains retinol. The Anti-Wrinkle Serum helps boost collagen and elastin to rebuild firmness, elasticity and reduce wrinkles but retinol is not sun friendly so that is why it is a potent night time treatment.
Although not part of the Skin Transformational program, I am also recommending an ARTISTRY foundation as we believe that our foundations are the last step of skincare and the first step to make-up. They increase the protection of your skin.

To finalise your facial, would you like me to apply a small amount of foundation?

If she says no to an application of foundation, continue to explain the benefits and chose a foundation that closely matches her skin concern and product bundle.

As an extension to our skincare, I would like to recommend the...

<table>
<thead>
<tr>
<th>Skin Type</th>
<th>Skin type oily/combination: Exact Fit Longwearing Foundation Normal to Dry: Youth Xtend Foundation</th>
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<tbody>
<tr>
<td>Anti-Wrinkle</td>
<td>Youth Xtend Foundation</td>
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<tr>
<td>Lifting &amp; Firming</td>
<td>Youth Xtend Foundation</td>
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<tr>
<td>Brightening</td>
<td>Ideal Radiance CC Cream</td>
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<tr>
<td>Pore Refining</td>
<td>Exact Fit Longwearing Foundation or Exact Fit Powder Foundation</td>
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<tr>
<td>Oil &amp; Blemish</td>
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Here are some scripts that you can use to recommend foundation:

**Exact Fit Longwearing Foundation.** This is an oil free foundation that gives up to 24 hours of long wear and looks natural round the clock. It would be perfect for your skin type and skin concerns and most importantly, will give your skin SPF 15 protection.

**Youth Xtend Lifting Smoothing Foundation.** This anti-ageing foundation creates a flawless, radiant and youthful looking skin. It would be perfect for your skin type and skin concerns and most importantly, will give your skin SPF 20 protection.

**Exact Fit Powder Foundation.** This natural and long-wearing formula mimics the look of real skin and will give your skin that matte finish. It would be perfect for your skin type and skin concerns and most importantly, will give your skin SPF 20 protection.

**Ideal Radiance Illuminating CC Cream.** This exclusive, one step colour correcting formula will brighten and perfect your skin’s complexion to even the skin tone. It would be perfect for your skin type and skin concerns and most importantly, will give your skin SPF 25 protection.
Now we have completed the Signature Solutions Transformation Program introduction. What products do you think are the most important to start your journey with today?

Suggested Closing Scripts:

CLOSING

Now we have completed the Signature Solutions Transformation Program skin analysis. What products do you think are the most important to start your journey with today?

Based on your skin concerns and personalised ARTISTRY recommendations, what products would be a priority for you to start with today?

Looking at your personalised ARTISTRY product recommendations, what can you see that is missing from your skincare routine?

Based on what you have learnt about your skin today, what do you think your skin needs?

Do you mind if I make a suggestion?

What I would get you started on today is......