

How To Promote Sense To Salons

We are going to call the Salon Owner “JANE DOE”!

Her shop: “SENSATIONAL HAIR CARE SALON”

YOU SIGN UP JANE DOE AS A DISTRIBUTOR ON AUTOSHIP!

- Jane Doe will receive all kinds of *Tax Breaks* as a home based business.
(This now makes the first income money)
- Jane Doe, then *sells* Sense to her shop, SENSATIONAL HAIR CARE SALON, at wholesale.
(She has just made 10% profit from her autoship price, the second income.) more if she buys the four pack special.
- In her shop she uses the products on her customer *(another profit - the third income)*.
Could be up to \$2,500.00 per deluxe pack @ \$50.00 per facial. She will also be using the Shampoo and Conditioner on her customers hair appointments.
- The Salon also sells the products retail *(more profit - the fourth income)* Usana's retail price is what you call “suggested retail price”. The salon can charge what they think their customer base would go for. In other words they can charge more than the retail price suggested in the Usana price sheet.
- Jane Doe receives commission checks from her volume. She is now *paid the 5th time* for the same products. If she rents chairs out to other operators, she can sell product to them, or sign the operators up as distributors.
(More volume for commission cheques!)
- Jane Doe then shows other salons this system and when they sign up, there is *more volume* which will add to the commission cheque's from Usana.

The Salon pays Jane Doe's home based business the money for their supplies, not Aveda, or the former supplier she had been using before.

When the shop writes the checks to Jane Doe not the "other" guy it is a win, win situation for the distributor and the Salon.

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Memo: Calculations will vary depending on the price structure of your country.