



Spring clean your make-up bag theme

Many women have really old products in their make-up bag and for both hygiene and style reasons, it's good to update it every now and again! This is a great theme for any time of day and can work for a small or a large get together.

What do I need?

- Drinks and nibbles
- Brochures, order forms, products, samples
 - o Since this get together theme is very make-up focussed, make sure you have a selection of make-up products to show your guests. You don't need every product – remember once they have seen a few great products they will look favourably on all the products in the brochure.
- Videos from the resources section ready to play either in the background or to follow along with your guests to learn lots of great new tips – this will encourage guests to buy!

What should I do?

- Lay out your products so guests can easily touch and try
- Use the tools at your disposal including the videos in the resources section
- Encourage guests to talk about what they have in their make-up bag and what is really old and could do with a change – this will give you a chance to recommend an Avon replacement.

What do I need to tell guests beforehand?

- Why not ask your guests to bring their make-up bag? That will help you learn what your customers like and help them see what they could update.