

WELCOME TO JOUVÉ

HOW TO HOST, A SMALL JOUVÉ DEMONSTRATION

After sharing your before and after photo through text message, email, or social media, follow these steps:

1. SCHEDULE

- Set the time, date, and place for your demonstration.
- Ensure the venue you're meeting at is conducive to the sharing process you've selected (Can you play a video with sound? Can you apply product? Are there power outlets? Etc.).

2. PREPARE

- Think of the tools you'll need:
 - *Jouvé Home Presentation* with a way to display it (e.g., TV, computer, correct adapters/cables needed)
 - Product and samples
 - Product amount depends on how many guests you'll have. It's better to have extra product on hand than not enough.
 - Makeup removing wipes
 - Mirrors
 - Brochures
 - Guest list (names, phone numbers, emails)
 - Order forms/smart phone/computer
 - Internet access for online ordering
 - Light refreshments
 - Jouvé display and banners

3. MEET TO PRESENT, DEMONSTRATE, EDUCATE, AND CLOSE

- Meet your contacts, greet them, and direct the conversation to them (How are you? How are your kids? How is your new job? Thank you for coming. Etc.).
- Tell your contacts about the opportunity you've found with Jouvé and how the products have transformed your life and skin and have allowed you to build a business based on your lifestyle.
- Share the *Jouvé Home Presentation*
 - Present each product and its benefits.
 - When demonstrating the product, make sure you have enough for everyone to use. During the demonstration, encourage your guests to take their own before and after photos to share with their friends and contacts.
 - Make sure everyone gets a *Jouvé Leave Behind* or *Brand Brochure*.
 - Take time to answer any questions your guests may have.
 - For tips on closing, check out *How to Close and Follow Up* guide in your *xOffice Library*.

4. FOLLOW UP

- After the meeting, be sure to follow up with your guests to ensure their product arrived, field any questions, and/or to begin training them on the sales process.
- For additional tips on following up, refer to the *How to Close and Follow Up* document found in your *xOffice Library*.