

My Journey So Far Aesthetician

NAME: _____ START DATE: _____

STORE: _____ VISIT DATE: _____

LAST VISIT DATE: _____

Business Results	(business for prior month)
Service & Product Goal	/
Actual Service & Product	/
SPH (services)	
IPT (product)	
Appointment %	

BENEFIT FORMULA	WOW!	Got It!	You're on your way!	Help!
1. Traffic Stop/The Hand Off				
2. Sit Down/Service				
3. Demonstrate				
4. Commitment/Continue				
5. Close/The Hand Off				
6. Celebrity File				
7. Sample				
8. Appointment				
PRODUCT AWARENESS	WOW!	Got It!	You're on your way!	Help!
One liners				
Product Knowledge				
OTHER	WOW!	Got It!	You're on your way!	Help!
grooming				
State Board				
sanitation and hygiene				
paperwork				

STUFF TO WORK ON:

Follow up Date: _____

1. _____

2. _____

RBM THOUGHTS:

RBM SIGN: _____

AESTHETICIAN THOUGHTS:

AESTHETICIAN SIGN: _____
