



5 Tips to Try This Month

Try these proven tips to treat your customers and build sales in December. Click on the plus sign to reveal each tip.

1. MERRY MAKEUP –



Ask customers, “What are you doing for the holidays?” Based on her vacation or party plans, show her one of the Hot Holiday Makeup looks featured in your Holiday Magazine.

3. SHARE SUPREME –

The perfect skincare gift? New Revitalizing Supreme—our first moisturizer that is customized to your skin. It intuitively knows your skin’s needs and addresses your specific skincare concerns.



5. INSPIRE HIM –

When men come with a specific gift in mind, suggest something extra to give with it. “Since she’s expecting her fragrance spray, let’s pick out something unexpected to go with it as a surprise.”



2. WHO WHO YOU –

Now is the time to ask every customer: “Who are you shopping for? Who else is on your shopping list?” Offer to be their personal shopper to help them find special gifts for everyone on their list.



4. HAPPY RETURNS –

’Tis the season for returns, but keeping a positive attitude is key. Be warm and gracious with every return and your customers will notice. Always offer a treat to make up for her inconvenience—a free Signature Service of her choice.

