

### SKILL: **BLENDING YOUR SKILLS AND SENSÉ BEAUTIFUL SCIENCE®**

#### Preparation Checklist

- ☐ Set your business hours: \_\_\_\_\_
- ☐ Print off Weekly Action Plan and begin to fill it out
- ☐ Update your contact list

#### OBJECTIVE

Blend your skills and create a series of exposures that lead to a Sensé solution.

#### GOALS

- ▶ 1. Learn the basics of Sensé Beautiful Science and how it can guide to a solution.
- ▶ 2. Set up 4–6 exposures in a series.
- ▶ 3. Invite 3–5 qualified/warm-market contacts or 10 cold-market contacts per day during business hours.

### TRAINING: SENSÉ

Sensé is made from purified botanical extracts and topical nutrition complexes that are formulated to revitalize your individual cells—where healthy-looking skin begins. Based on clinically proven studies and well-established dermatological and nutritional science, Sensé provides a proprietary antioxidant blend that supplies the right nutrients for perfectly balanced, younger-looking skin. With a unique line of products suitable for all skin types, Sensé offers powerful beauty therapy that is designed to nourish, revitalize, and enhance the appearance of your skin.

Here's an example of what a Sensé-focused exposure series looks like:

#### INVITE

##### Exposure: **Presentation**

Attend a Sensé Spa Party and take the Sensé Skin Assessment.

##### Exposure: **Follow up**

What did you like best?

**Exposure: Experience**

Take the True Health Assessment.

**Exposure: Follow up**

On a scale from 0–10, how enthusiastic are you about taking the next step?

**Exposure: One-on-one**

Sit down and discuss their top recommended products from the True Health Assessment, focusing on nutrition and skin care.

**Exposure: Follow up**

Send a product video, webinar, or ecard.

**Exposure: Presentation**

Watch *The Dr. Oz Show* together when the USANA products are on the show.

**Exposure: Referral**

Help them invite a few friends to the next event.

**Exposure: Begin Getting Started Right training.**

**CLOSE**

**Exposure: Follow up**

Check in to see how their product delivery went.

**Exposure: Presentation**

Attend a Healthy Mixer.

**Exposure: Experience**

Do a healthy group activity together: hike, run, walk, cook, etc.

**Exposure: Follow up**

What do you like most about the lifestyle you are creating?

**Exposure: Presentation**

Watch *The Dr. Oz Show* together when the USANA products are on the show.

**Exposure: Referral**

Help them invite a few friends to the next event.

It goes on and on from there.

Remember, when you set up a series of exposures, you are inviting them to take part in something that is valuable to them. If they have beauty and skin-care concerns, Sensé can be a great way for them to experience USANA's value. By taking part in a series of experiences, they will be more prepared to see USANA as a viable solution to their concerns. The key here is to keep practicing your skill of guiding others to their solution. Practice makes perfect and your actions will create better understanding for you and your potential team members.

## ACTIVITY: SENSÉ EXPOSURE SERIES 1

Use this guide to set up your own series of Sensé exposures:

INVITE TO \_\_\_\_\_ (EXPOSURE #1)

FOLLOW-UP FOCUS \_\_\_\_\_ (EXPOSURE #2)

EXPOSURE #3 \_\_\_\_\_ (TOOL-PRESENTATION-EVENT)

FOLLOW-UP FOCUS \_\_\_\_\_ (QUESTION-GOAL)

EXPOSURE #4 \_\_\_\_\_ (TOOL-PRESENTATION-EVENT)

FOLLOW-UP FOCUS \_\_\_\_\_ (QUESTION-GOAL)

EXPOSURE #5 \_\_\_\_\_ (TOOL-PRESENTATION-EVENT)

FOLLOW-UP FOCUS \_\_\_\_\_ (QUESTION-GOAL)

EXPOSURE #6 \_\_\_\_\_ (TOOL-PRESENTATION-EVENT)

CLOSE \_\_\_\_\_ (ASSUMPTION-SLIDING SCALE-REFERRAL)