

ATTENTION GETTING OPENING

Lavender Spa GNO

T1

ASK: *“How many of you have ever been wound up at the end of the day and found it difficult to have a peaceful night’s sleep? While sitting with your friends tonight, how would you like to try a product line filled with relaxing and healing properties?”*

SAY: *“I am so pleased to bring you the Lavender Spa Experience. We’ll be cleansing, polishing and protecting our skin with one of the world’s most widely used and versatile herbs!”*

- Lavender was used by the ancient Romans and has been a popular ingredient in perfumes and soaps since the 18th century.
- Lavender has been used for centuries to calm headaches, assist in healing and soothing irritated skin and to promote rest and sleep.
- Lavender is native to the rocky, barren soil of Southern France. The crop must be harvested during the hottest part of the day, because that is when the concentration of essential oil is at its highest.

“Let’s get started with this exciting yet soothing product line!”

SKIN CARE STEP #1: CLEANSE

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T2

CLEANSE BODY- SHOWER OR BATHE WITH A BODY WASH

- Product: **Lavender Moisturizing Bath and Shower Gel**

Put a drop of Shower Gel in the tub while filling.

- A gentle, cleansing Bath and Shower Gel, fragranced with 100% plant-derived lavender essential oil.
- Use as a daily shower cleanser, or pour under running water for a relaxing bath.
- Could also use Lavender Bath Essence or Lavender Foaming Milk Bath.
- Aromatherapists advise against using essential oils, such as those included in our Lavender and Bergamot lines, when pregnant or suffering from medical conditions such as high blood pressure or epilepsy. If in doubt, seek medical advice before using aromatherapy products.

We protect our skin by adding moisture.

- Product: **Lavender Body Lotion**
 1. Pass out pods with **Lavender Body Lotion**
 2. Work into each foot for absorption
 - Moisturize after a relaxing bath with this light body lotion.
 - A distinctive blend of 96% lavender, sandalwood, vetiver, patchouli and benzoin oils.
 - Lavender soothes dry skin while grapeseed oil softens.

- Product: **Lavender Foaming Milk Bath**
 1. This creamy bath powder conditions skin while the delicate lavender aroma calms your mind.
 2. Contains oat flour to soothe the skin, milk to soften and avocado oil to moisturize.
- Product: **Lavender Bath Essence**
 1. Lavender essential oil soothes body and mind in this moisturizing soak.
 2. Use in a warm bath for a moisturizing soak, apply after shower as a body moisturizer, or use for a relaxing massage.
- Product: **Lavender Essential Oil**
 1. An essential oil is the extract of plants that contain aromatic properties. They are found in the plant's berries, leaves or blossoms. The Body Shop uses only 100% plant derived essential oils in the aromatherapy collections, with no synthetic fragrance added.