



# ASK + PROSPER

10am-4pm workshop

[A 3 part program for service providers and salon leaders serious about growth]

## DETAILS

Time 10am-4pm

Value \$175

Cost \$80

Led by Qnity Educator

## AGENDA

10am-12pm ACCE

12pm-1pm Lunch

1pm-4pm ASK / 4x4ways

The objective is for participants to **gain a 17% increase**, 8.5% from client count and 8.5% from average retail ticket, including **\$2,000 of incremental retail sales** over the next year.

This is a how-to class to help you go from **knowing to doing**.



### PART 1

ENGAGE heart-to-heart with **ACCE**: Appreciate, Care, Challenge & Encourage.

Learn how to ACCE your guests and peers to create loyalty and lasting heart-to-heart connections.

Complete a worksheet on who and how to ACCE. Using examples, case studies & ACCE tools, adapt ACCE to your culture and guest experience.

#### Aveda Benchmark to grow:

All, esp. guest retention, productivity



### PART 2

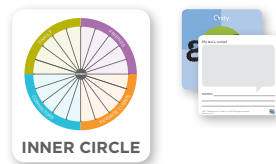
Gain new Guests by addressing the most important behavior for referral success: an **ASK**.

Learn a simpler approach to referral success: why to ASK, who to ASK, and how to ASK.

Complete an Inner Circle on who to ASK. Using examples and case studies, create/roll play scripts and set realistic time lines for referral success. Includes follow up support, tracking and QMunity.

#### Aveda Benchmark to grow:

New guests, guest retention



### PART 3

Communicate **4 times, 4 ways** so important topics and behaviors stick with your team and Guests.

Learn how to cut through the clutter and communicate in the Age of TOO much.

Identify areas that need to be better communicated, practice 4x4ways for better guest experiences and apply it for home care success. Featuring success stories from stylists achieving \$30k of retail per year.

#### Aveda Benchmark to grow:

All, esp retail



Includes the **NEW Prosperity Journal**

### Upcoming Dates & Locations\*:

\* Dates are subject to change. Check the Neill Online Education Calendar for updates and for the class locations.

**Knoxville** February 29, 2016

**New Orleans** March 6, 2016

**Nashville** March 7, 2016

**Lafayette** March 13, 2016

**Austin** March 13, 2016

**Birmingham** March 14, 2016

**San Antonio** April 3, 2016



QnityInc.com

TO BOOK: [Tinyurl.com/EducationCalendar.com](http://Tinyurl.com/EducationCalendar.com)