



# SUSTAINABLE BUSINESS

## RETAIL SCIENCE LAB

### CLASS OVERVIEW

*no fear recommendations*



*2.5 hour lab in your salon*

*Take the fear out of being your best*

*Discover the science behind how client retention, new client referrals and retail recommendations are related*

*Learn the art of the recap*

*The power of 3!*

*Study why clients shop in salons and why they shop elsewhere*

*Adopt simple systems used in top salons for best in class results*

*Hold yourself and your team accountable; track & report your sales success*

*Learn new retail recommendation verbiage*

*Learn about the latest and greatest Davines news, education and events*

*Smart, Simple, Sustainable!*

### **SoapBox Salon & Spa**

*1219 Randolph Ave, St. Paul*

**Sunday, September 30**

**11:00 – 1:30 pm**

**\$120.00**

**Gift With Purchase Promo included in \$120 class fee:**

- **12 Travel OI Milk per attendee**
- **5 Pancarte Signs:**

**Buy any 2 Davines retail products, get 1 free Travel OI Milk**

**Salon must track sales 90 days prior & 90 days after Lab**

Independent. Authentic. Dedicated.

