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Promote
Products And
Services To
Clients In A
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Brain storm ways in which you can up-sell products and services within the salon. Write down as many examples as you can think of (we will return to these)

Recommending products Up-selling video Watch this clip for explanation of up-selling Sale process cycle Up-selling Sale

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& services by
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Unit 205 Promote
products and services
to clients in a salon

Outcome 1 Be able to
promote products and
services to the client

Practical skills The
learner can: 1.

establish the client's
requirements 2. use

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communication
techniques to promote
products and services
to clients in a~~

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Outcome 1 Be able to
promote products and

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services to the client

Practical skills The learner can: 1.

establish the client's requirements 2. use

suitable

communication

techniques to promote products and services

3. Unit 205 Promote products and services to clients in a salon

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to clients in a salon,
as one of the most
committed sellers
here will
unconditionally be in
the midst of the best
...

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to clients in a salon

Outcome 1 Be able to promote products and services to the client

Practical skills The learner can: 1.

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Promote products and services to clients in a salon Outcome 1 Be able to promote products and services to the client Practical skills The learner can:

1. establish the client's requirements
2. use suitable communication techniques

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~~Products And Services To Clients In A Salon~~

Promote Products
and Services to
Clients in a Salon.

The aim of this unit is to provide the learner with the knowledge and skills to promote products and services to the client. The skills developed by the learner include:

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Identifying additional products and services for clients using suitable methods of communication to give accurate and relevant information being able to identify buying signals and securing agreement.

~~Summary of Promote
Products and
Services to Clients in~~

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~~a Salon~~

The ultimate upselling and cross promoting tool to grow your business is offering treats of services, treatments or products that the customer hasn't experienced before. This lets customers try new services and products which in turn encourages multiple

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bookings and cross promotions with an integrated referral reward system.

Clients In A

~~How To Upsell~~

~~Products and~~

~~Services In Your~~

~~Salon~~

Unit 304 Promote and

Sell Services to

Clients Task 1b

Describe the stages in

the sales process

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Stages of the sales process

- Probe – means asking questions
- Prescribe – using the information to make recommendations
- Present – Demonstrating the product to the client
- Participate – by giving the products to the client to smell, touch, feel
- Problem solve –

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try to be proactive and
think about ...

~~Unit 304 Promote and
Sell Services to
Clients Task 1b ...~~

Unit 204 Principles of
safeguarding and
protection in health
and social care

Outcome 1 Know how
to recognise signs of
abuse 1.1 & 1.2

Physical Abuse

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involves contact intended to cause feelings of intimidation, injury or other physical suffering or bodily harm.

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on NVQ, SVQ and
VRQ courses A

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Salon

Review of tribal economic development with special reference to Orissa and India in general.

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This book is the first
to describe a new
type of marketing:
namely, the marketing
of works. This is the
line of marketing
activity that provides
search and receiving
orders to meet the

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effective demand of customers for the manufacture, repair, modernization, re-equipment, or liquidation of the customer's facilities with a change in their market value and without transferring ownership to these objects from the customer to the executor of works.

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