

# Energizing Summit Class Outline

## **GIVING THE PERFECT CONSULTATION**

*Ame and Dennis Metcalf, ABCH*



### **1. Connect:**

- a) *Blind experience.*
- b) *Right brain scenario.*
- c) *Reminder of being a guest.*
- d) *Developing a relationship.*

### **2. Inform:**

- a) *The 12 elements of consultation.*
- b) *Taking the expert approach.*
- c) *Telling them what will occur.*
- d) *Your blueprint for success.*

### **3. Discover:**

- a) *Practice what you learned.*
- b) *Develop challenges.*
- c) *Ask for input.*
- d) *New is never easy.*

### **4. Refine:**

- a) *Network with others to polish skills.*
- b) *Today you learn tomorrow you refine.*

### **5. Questions and Answers.**

*This exciting young couple are trailblazers in the beauty industry. They are often called upon to teach their methods of operating a salon business. Denver is a highly competitive city and this couple do a lot more than hold their own. The salon is a Aveda Concept Salon and as such they are asked to travel to other areas of the country to teach how to succeed in the haircolor business. According to them the haircolor begins the moment the client enters the door. The clients appearance, body language and dress are all important. A haircolorist must be able to read between the lines of what a client communicates to the haircolorist. This is truly “the perfect consultation.”*