

**DO YOU OR ANYONE YOU KNOW SUFFER FROM ANY TYPE OF PAIN?**

**Like:** Arthritis Pain  
Osteoporosis Pain  
Carpal Tunnel Syndrome Pain  
Back Pain  
Neck Pain  
Knee Pain  
Joint or Muscle Pain  
Or suffer with Sinus Headaches and migraines?

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Have you ever been so fatigued after a long day at work or airplane travel that you just could not relax!?

Then you are going to love your Aroma-therapeutic Tammy Taylor ‘Spray Pain Away’!

Just spray it on! It's easy and no mess!  
Spray directly on the painful area and feel the instant cool/heat relief.  
This will be followed by hours of comfort!

Your Tammy Taylor ‘Spray Pain Away’ also relieves pain and pressure, from headaches, stress, sinuses and fatigue.

Close your eyes, spray your neck, and breathe deeply.

Keeping your eyes closed for about a minute, breathe and enjoy the wonderful aroma therapy relief!

## **A personal testimonial of how this nail technician sells Tammy Taylor 'Spray Pain Away':**

It is so easy for me to sell 'Spray Pain Away' without even trying because I constantly need it for pain relief for myself throughout the day! This is the ONLY product that I found to work for me! I do NOT go anywhere without it (I put in my carry-on bag when I fly, one by my bed, my desk, golf bag and in my Gym/Spa bag.) I love the smell of Tammy's Aroma Therapy Products!  
Why suffer if you don't have to?

When I am using it usually there are other people around so I end up explaining it and what it does for me. So ALWAYS be aware of who is around you so you make sure that they hear the benefits too! (Do not whisper when explaining this information... because you never know who else is listening. Take advantage of this so you do not have to repeat yourself!) Usually people will say to me "Excuse me, I could not help but overhear you about that special spray, can I purchase some too?" And so I end up selling more 'Spray Pain Away'!

### **Personal reasons why I need 'Spray Pain Away':**

I have a bad back and neck (I have scoliosis-curvedness of the spine and my muscles get tight everyday.)

When I have stiffness and congestion/headaches (I just CLOSE my eyes, lift my hair up off my neck and spray 2 cool mists on the back of my neck, my mouth is closed and breathing in only through my nose. This CLEARS my sinuses and the pressure; making my headache quickly go away!)

I travel often and everyday is busy (good problem!) I use it before my hot shower or bath to help me relax when my mind wants to keep racing and thinking about the day to help me wind down. I also will spray a little bit on the front of my jammies :- ) (chest area) and put the covers over my head and before I know it I am asleep!

## **How to 'Demonstrate' Tammy Taylor 'Spray Pain Away':**

Every Client that enters your salon is a potential "demo" for 'Spray Pain Away'. Make sure that you have a "Tester" label on your demo bottle of 'Spray Pain Away', this will invite your clients to either try it or ask you about it.

Tammy Taylor 'Spray Pain Away' does not stain, so you can spray it on anything, anytime, anywhere.

Every client who comes in, ask if they enjoy Aroma Therapy!

If they say "yes", then say "you are going to love this"!

Have them close their eyes, and then you spray the back of their neck.

Tell them they will feel a "cool heat sensation" and to breathe in deeply the wonderful aroma-therapeutic scent.

Then hand them the bottle to read.

**If you are afraid to demonstrate on your clients, demonstrate on yourself.**

Spray your neck and say "This Tammy Taylor 'Spray Pain Away' is the only thing I have ever found that works."

Then set it down with the label facing them. They will be curious and start asking questions. Then you can hand it to them and say "Try It!"

**You can also incorporate Tammy Taylor 'Spray Pain Away' into Salon procedures.**

During Body Massages, spray the sore spots first then proceed with the massage.

During Facials, spray the hands & feet before dipping in paraffin or spray them and put on warm booties and mittens.

During Manicures, spray the hands and dip in paraffin or spray before the massage.

During Pedicures, spray on the feet and proceed with the massage.

## **Tammy Taylor ‘Spray Pain Away’ Ingredients:**

‘Spray Pain Away’ (Topical Analgesic)

Active Ingredients: Menthol and Camphor.

Ingredients: Purified Water, Herbal Complex; Arnica, Chamomile and Slippery Elm.

Essential Oils: Eucalyptus, Clove, Peppermint, Kukui Nut and Tea Tree Oil, Isopropyl Alcohol.



## **Tammy Taylor 'Spray Pain Away' – Retailing in the Salon:**

So now all these people who end up purchasing 'Spray Pain Away' from you will need to re-order from you. Good problem right?

3 profitable options from Tammy Taylor:

To make either a \$5.00 profit or a \$10.00 profit selling the SAME item or make even more profit if you are a proud owner of a Tammy Taylor "Retail Display!"

Throughout the year this profit sure adds up!

Selling ONLY 1 bottle per day, 5 bottles a week x 52 weeks equals PROFIT!!!

Professional Price Profit (\$5 each): \$ 1,300.00 Profit

Price \$14.95 sell for \$19.95 = \$5.00 profit

Club Membership Profit (\$10each): \$ 2,600.00 Profit

Price \$9.97 sell for \$19.95 = \$10.00 profit

Club Membership \$ 49.95

Club Membership Profit \$ 2, 550.05!!!



A "light-bulb" — moment! Hum...

### **#1 Option:**

Make a profit by selling it to customers, friends and family, charge anywhere from 19.95 to 29.95 + tax.

Selling at: \$ 19.95

When you purchase at the "Professional" price: \$ 14.95

Profit: \$ 5.00

### **#2 Option:**

Become a Club Member for ONLY \$49.95 per year and save even MORE money!!!

When you really think about this information with your "Business mind" it just makes \$en\$e and Profit!!! We need and already order Tammy Taylor products for our Nail Business, as a Club Member we are obviously going to increase our profit even more because on Tammy's special Club Member Pricelist 'Spray Pain Away' is NOT the only item!!! Everything on the list you would use for your services and or retail!

Club Member Price for 'Spray Pain Away'

10 'Spray Pain Away' for ONLY \$99.95 which is ONLY \$9.95 each!

Selling at \$19.95 each

Club Member Price \$ 9.95 each

Profit \$10.00 each WOW!!! A DOUBLED PROFIT!!!

### **#3 Option:**

**The best way to make the most profit:**

Purchase your very own Tammy Taylor Retail Display and never pay a \$49.95 annual Club Membership fee again!!!