

INFORMATIVE SERVICE

The M-A-C goal is to provide superior Customer service and an exceptional product. M-A-C Artists should provide information and support and always give the Customer more than he/she expects. We provide this information and support regardless of whether the Customer chooses to purchase products. We are convinced that a happy and informed Customer will be the most loyal.

The Customer's opinion of M-A-C is based on the service he/she receives.

M-A-C Artists are the voice and personality of M-A-C.

You are M-A-C. You represent The Company.

Customers now are more informed and demanding. M-A-C Artists must meet and exceed their expectations. M-A-C Artists provide the most knowledgeable service and talent in the cosmetics industry by understanding the M-A-C products and the Customer's needs.

M-A-C Customers are: **ALL RACES, ALL SEXES, ALL AGES.**

CUSTOMER SERVICE STEPS

Step 1 - Greeting the Customer

Without a happy Customer, there would be no M-A-C. The Customer is the most important person to our organization and the Customer is the purpose of our work. Welcome the Customer by being approachable, confident and sincere. Show the Customer you care by finding out how unique they are. Make the time with your Customer enjoyable.

Never allow a Customer to wait without acknowledging him/her. Always smile and make eye contact. This makes a Customer feel welcome and comfortable. Be creative in greeting a Customer. Don't just say, "May I help you?" every time. Be professional when you introduce yourself and M-A-C.

Step 2 - Investigation

Evaluate the Customer's needs. Listen to the Customer carefully. Let the Customer know you understand and see his/her point of view. Have a conversation with the Customer to find out what he/she really wants.

You should ask questions like:

"What type of look are you interested in?"

"Which colours and textures do you like?"

You will probably be asked, "What's my best colour?"

Even if you have heard this same question many times, it is the first time this Customer has asked you. Treat this question with the same respect as any other question. Be cooperative, enthusiastic and sincere. Learn why your Customer chose to come to M-A-C as well as what he/she needs.

Listen carefully to the Customer, because until you know what he/she needs, you can't really help the Customer or answer his/her questions.

Mac Product Knowledge Training Manual 2006

**Professor Xiangming Xu, Dr Michelle
Fountain**



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The Software Encyclopedia ,1986 *Integrated Community-Managed Development* L. Jan Slikkerveer,George Baourakis,Kurniawan Saefullah,2019-01-24 This book provides an overview of recent advances in Integrated Community Managed Development ICMD as an innovative strategy for the community based development of local institutions in order to achieve lasting poverty reduction and empowerment The original approach presented here to improving the lives and livelihoods of the poor takes a critical stance on the failing concept of conventional community development as it is based on the shifting paradigm of bottom up cooperation and development where recent regional autonomy policies are enabling national services to successfully integrate with local institutions at the community level Based on recent experiences in South East Asia where the implementation of an alternative approach to integrating financial medical educational communication and socio cultural services has led to increased community participation and impressive poverty reduction the book highlights the theoretical methodological and practical aspects of this innovative strategy The potential offered by applying the newly developed ICMD formula worldwide as a function of themes principles and services is reflected in the book s diverse range of contributions written by respected researchers and practitioners in the fields of development economics and financial management Secrets of Certification Success Paul Dwyer,2013-02 Paul Dwyer is a veteran IT professional with thirty plus years as a software developer In 2002 he became a Microsoft Certified Trainer and passed eight straight Microsoft Certification exams without a single failure Over a two and half year period he passed twelve exams with no failures In Secrets of Certification Success Paul reveals the system that he developed to allow him to consistently make a six figure income for the past ten years by leveraging his IT Certifications Let Paul show you how to duplicate his results Recent Advances in Assistive Technologies to Support Children with Developmental Disorders Silton, Nava R.,2015-05-31 The greatest advantage of modern technology is its ability to improve the lives of all In particular new technologies have the potential to greatly mitigate cognitive motor and social impairments stemming from genetic or environmental factors Recent Advances in Assistive Technologies to Support Children with Developmental Disorders raises awareness of disabled children and what can be done to help them grow and develop alongside their peers Bringing together personal experiences with academic investigation this book is an essential reference for doctors pediatricians pre and primary school educators and scientists working to enhance the impact assistive technologies have on the youngest members of society Concurrent Engineering Approaches for Sustainable Product Development in a Multi-Disciplinary Environment Josip Stjepandić,Georg Rock,Cees Bil,2012-08-10 The CE Conference series is organized annually by the International Society for Productivity Enhancement ISPE and constitutes an important forum for international scientific exchange on concurrent and collaborative enterprise engineering These international conferences attract a significant number of researchers industrialists and students as well as government representatives who are interested in the recent advances in concurrent engineering

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