

No Tricks... Just Treats

# Pampering Pumpkin

By Melinda Mercedes Balling

Colorful plastic pumpkins are available from Walmart (pink, blue, purple, green) for \$1.00. Add a colorful ribbon to the handle, a few chocolates, Mary Kay Product, and this adorable Halloween gift is ready to go! Don't forget to include your business card with an invitation for a complimentary facial. Call customers, family members, husbands, significant other, people you do business with (your attorney, accountant, dentist, etc.).



## Packaging:

You can purchase coarse black netting, usually about \$.89 per yard (which, depending on gift contents, will typically work for at least 3 pumpkins). Put the product in the netting and place in pumpkin with netting coming out of the top of the pumpkin. You can also use cellophane and close off with a bow around the cellophane. For pumpkins for men, use the orange pumpkin, skip the bow and fill with Halloween garland. Purchase a long garland and cut to fill in around products.

## Product Suggestions:

Every "set" we have fits in this particular pumpkin...Miracle Set, Time Wise Repair, Clear Proof, Botanicals, Satin Hands, or a combination of products. Depending on your client's budget, you can create great "sets". For example, Satin Hands & Satin Lips or Hand Cream, Mint Bliss, Mary Kay 2-in-1 Body Wash & Shave, and Mary Kay Hydrating Lotion. All these products make a great "Pampering Pumpkin"! Don't forget our amazing Brush Set.

\*Note: You can find smaller pumpkins at Hobby Lobby and Michaels (little buckets), for items such as Mary Kay at Play color products.

## Suggested Script:

"Hi, it's \_\_\_\_\_, with Mary Kay and I have a fun idea I would love to share with you. Could you give me a minute? Great! \_\_\_\_\_, with Halloween just around the corner, I wanted to tell you about our Pampering Pumpkin gift idea. We have the most adorable pumpkins in various colors that we are filling with Mary Kay products. We are customizing these fun containers with anything and everything from body care, skin care, color cosmetics, cosmetic brush sets and more. Something for everyone, including teens, mothers, daughters, aunts, grandmothers, dads, husbands, significant others, or anyone you want to surprise with a treat. Prices begin as low as \$20 and can go up from there depending on your budget. Our colorful pumpkins are "dolled up" with ribbon and will definitely bring a smile to the little kid in everyone. Tell me, \_\_\_\_\_, who can you think of that would love to receive a Pampering Pumpkin gift from you? I'd love to customize at least one for you!"

## Pumpkin With a Purpose:

*In Recognition of National Domestic Violence Awareness Month, why not ask your customers, friends and family if they would like to donate a Pampering Pumpkin to their local shelter.*

### Stuff a purple pumpkin with their choice of:

- Hydrating Lotion (\$16)
- 2-in-1 Body Wash & Shave (\$16)
- Hydrating Lotion and 2-in-1 Body Wash & Shave (\$32)
- Satin Hands (\$35)

### Or, fill a Co-op Pumpkin with:

- Satin Hands Cream (\$10), plus any combination of smaller items such as Lip Gloss, Mint Bliss Energizing Lotion for Feet & Legs, Satin Lips, Lip Protector, etc.

What a wonderful way to bring smiles to those women who so need to be lifted up. You might also want to take a percentage of your profit and add toothpaste, a toothbrush, deodorant or some other personal care item.

