

IF you have less than 100 clients –I recommend you do “Holiday Stop ‘N Shops” call everyone –you know (even if you haven’t facialed them) and say: “I am going to be in your area this week/next week – and I would love to pop in for just a quick 15 minutes and show you the wonderful gift ideas I have for Christmas. I have something for everyone on your list. I will gift wrap and deliver for you too!

As a thank you for letting me stop in – you can get one Christmas Gift at ½ price OR you can shop tax free! (you as consultant pick whichever is more appealing to you and offer one or the other).

Set the date and time –then say “If you share this appt. with some friends – you can do all your shopping and you will also get 10% off your order for each friend you have there – up to 50% off your whole order!

What to do:

Wrap in holiday paper - a brown box that our orders come in or a copy paper box – be sure to wrap all the sides including the bottom. You will use this box to carry your items in. Once you arrive, put down a solid color tablecloth, and empty everything out of the box – flip the box over onto the table cloth and set up the products on top of the box and around the sides.

Add a ornaments around the items and you have a beautiful display!

I suggest adding a few of the men’s items to your order to have something for everyone on their list! Also – show a compact filled and various pre-packaged gifts. Customers tend to buy gifts and buy for themselves too!

1. Start with Satin Hands/ Satin Lips using the White Tea & Citrus Satin Hands Pampering Set



2. Do a Handcial on them if they don’t use skin care already – have them put skin care on the back of one hand – then take a darker shade of foundation and put a dab on the back of each hand and rub it in and see the difference.

3. Then open up the Look Book and take them through the Holiday Items. Show them your collections/love stocking stuffers.

4. Let them shop!



5. Work Full Circle. Check supplements needed plus fill their Wish List. Have them fill out a profile card – front and back side of the card – give an incentive for getting 5 referrals – like \$5 off their order.

6. Book them for a quick holiday makeover so they look great in holiday photos!

7. Ask “Have you ever thought about doing something like Mary Kay? I’d love to get your opinion on our business! It’s quick, easy, fun!

Don’t forget to promote the “Adopt a Grandparent” gift for nursing home patients – a \$24 gift set: Hand Cream and Mint Bliss Foot Lotion gift wrapped.

The client or business buys the gift and we deliver it to a nursing home in their name! The elderly are the most forgotten about people during the Holiday time!