

WORKING WOMAN'S PAMPERING GIFT

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*"Hi, _____, I am so excited. We are doing a special promotion this week in honor of Administrative Professional's Day. I am asking my favorite customers to think of 5 hard working women they know that deserve to be pampered. The reason I am asking is because I have 5 **Pampering Gifts** to be presented to any 5 working women you choose. The recipients will receive a complimentary facial and a gift certificate to spend at their facial. This special gift will be from you, but at no cost to you. I will simply let them know that you are a valued client of mine and I asked you to select working women that you admire to receive a pampering gift. Their gift will include a complimentary facial, satin hands and satin lips treatment and gift certificate. _____, this is a wonderful way I can help you make them feel special and pampered. Again, **The Pampering Gift** would be at no cost to you or the recipient. By the way, _____, you will also receive a gift from me of any item in our product line at 50% off for each of your recipients who schedules her appointment" (or you can offer her \$10 product credit). "In the event they are already using Mary Kay, I will contact their consultant so she can do the pampering session. That will allow you, if you wish, to select another person to receive a pampering session and gift certificate."*

(Note, If they are already a Mary Kay customer, you can get their consultant's name and number and let her know that her customer was given to you as a referral. Since you don't want to service her customer you are suggesting she call and give her an update facial and \$10 gift certificate.)

When you call the referral....

"Hi, _____, my name is _____. We haven't met yet, but your good friend (sister, daughter, etc) _____ is a very special client of mine. I am a skin care and color consultant with Mary Kay. We are honoring working women this week and _____ has arranged for you to have a special pampering session of a complimentary facial and Satin Hands Treatment. She has also included a gift certificate which you can use towards the purchase of anything in our product line. This special pampering session takes about 45 min., and I would love to go ahead and schedule a mutually convenient time for us to get together so you can receive your gift from _____. Which is usually best for you daytime or evening?" Schedule her. Then you can say "_____, I know sometimes it's fun to include a friend. If you would like to have someone join you, I'd be happy to give her a complimentary facial as well. The gift certificate is for you only, of course. Just let me know before we meet on _____ if you'd like to have a friend join you so I can be prepared with an additional set-up".