

MOTHER'S DAY PAMPERING GIFTS

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Text or Telephone Message: I'm so excited, I have 5 FREE Gift Certificates for to give special friends or family members you would like to honor for Mother's Day. Call me as soon as possible so I can give you the details.

Calling Customers or Friends: "Hi, _____, I am so excited. During the **entire month of May**, in honor of Mother's Day, we are celebrating Mothers with a special Mary Kay Pampering Gift. _____, I want to offer you the opportunity to give the special moms you know a wonderful pampering experience. I have five gift certificates that I can present, on your behalf, to friends or family members who are moms. Here's how it works. I will present these gift certificates to your friends or family members in your name, at no cost to you. The recipients will receive a complimentary Pampering Appointment which will include a spa treatment for hands and lips, a complimentary facial, makeover, if they like, and a gift certificate to spend at their pampering appointment. When you select the women you would like to receive this special gift, I will let her know you have arranged for her to receive a pampering appointment and a gift certificate because she is one of your very favorite people. Oh, and by the way, _____, if you can't think of five moms you would like to treat to this special gift, I will be happy for you to select other friends and family members that you would like to receive a special pampering appointment."

"This is a wonderful way I can help you do something special for those wonderful women in your life. Once again, the special Pampering Appointment & Gift Certificate would be given at no cost to you."

Optional, If you want to give your customer something special, you can add...

"As my gift to you, you'll also receive any item in our product line at 50% off for each person who schedules and holds her appointment. (Or you can offer her \$10 product credit).

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. _____ 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, but she will receive a pampering session as well. 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".

Note, If the referral is already a Mary Kay customer, you can get their consultant's name and number, call the consultant 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.) This will allow you, if you wish, to call your customer back and give her the opportunity to select another friend or family member to receive a pampering session and gift certificate."

Note: The amount the recipient receives as a Gift Certificate is \$10. You don't need to give the amount when talking about the gift of pampering unless asked. When you are "closing", you can say you have a \$10 gift certificate which you can apply to this purchase. **Happy Booking! ☺**