

REFERRALS!

- **SAY:** *“Now we are going to play a game for a prize. You will need your pen, your customer card, and you can use anything in your purse.”*
- **Then SAY:**
 - *“OK, so the way my business works is through referrals. And right now, my Mary Kay National Area is honoring our Senior National Sales Director, Lise Clark, who lost her fight against cancer in 2013. As part of our Kiss Cancer Goodbye initiative, we are donating \$1.00 for every face we see this month and our goal as an Area is to donate \$1,000 to the fight against cancer! My goal is to do 30 faces this month so I can personally contribute to our goal.”*
 - *“Just for being a practice face, you get (a gift certificate, a gift, etc) as a thank you for your time AND I donate \$1.00 to our cause. So on the back of your profile card, there is a spot to jot down names and phone numbers, and when you jot them down they will be notified that they have a (gift certificate, a gift, etc), a pampering session, and \$1.00 will be donated to the fight against cancer... if they want to do it great, if they don't, great. So think of every woman you know who would love to help us out. The only rules are, she has to have skin, be nice, bribeable, over 21, and live locally. And when you fill up your card, I will have a gift for you. And if you have extra friends, you can jot their names down on the pink lines on the bottom of your card too. When you fill that section up you will still get your prize, but you will also get a free (mascara, eye makeup remover, etc.)! I'll give you a minute to dig through your phone while I go get your gifts; I'll be right back!” >>>**LEAVE THE ROOM!***

Upon return:

- **Give prizes!** (Wrapped mini hand crèmes make wonderful and affordable prizes, or you can use wrapped product of your choice!)
- **Say,** *“Let your friends know that I will be calling. And if they want to do it, great; if not, great!”*
- **If it's a Party, play the Compliment Game**

Person A says: “Dahling, you look mah-vuh-lous!” **Person B** says: “You are so *right!*”