

Staff Appreciation Days

1. Call the business during a non-busy time of day and find out when the owner / general manager / office manager will be available. Set up a 10 minute appointment to go in and share about a complimentary Staff Appreciation Program that you run.
2. When you arrive, DRESS PROFESSIONALLY! You may want to have some basic information ready to go in a folder. Say something like, *I am currently running a Staff Appreciation Program with a few local business owners and I thought you might find it of value. What I do is spend an hour in your staff lounge over lunch. I bring in lunch as well as do a quick pampering hand treatment. While eating lunch, your staff members get to sign up for a pampering session and gift certificate, which is a gift from you, and I will provide that for you. I will also provide a pampering spa basket, which they can enter to win. I have found this to be an incredible way to thank your staff, especially during this hectic time of year.* Then, GO FOR THE CLOSE—when they say, “well, that sounds good”, then respond with *“Is there a particular day that you feel would work best for you?”* Book the date—that’s all there is to it!

You will need:

1. Lunch – something simple, like chicken salad croissants, grapes, cookies, and bottled water (Remember that the office probably holds a small amount of staff). Another option is to be there for a few hours during the afternoon and have cookies and bottled water or frappuccinos. Remember plates and napkins!
2. A full size Satin Hands Demo and paper towels.
3. Drawing Entry Forms and Pens.
4. A beautiful Spa Basket.
5. A Clipboard with a form with name and phone number slots, so they can sign up to be contacted about their complimentary pampering session and gift certificate.

Procedure:

Call to confirm with the office manager the day before! You may also want to drop off “Staff Appreciation Day” reminder cards so the staff understands they will be getting lunch tomorrow!

When you arrive, get set up first. Then bop your head into various offices and remind them they are getting lunch today for Staff Appreciation. When they come for lunch, do Satin Hands individually as people trickle in. While doing their Satin Hands, say, *“As part of your appreciation program, Dr. Johnson is sponsoring a pampering session with a \$15 gift certificate for each staff member. If you jot your information down, I’ll contact you to check your schedule and we can set that up. You can also enter to win this gorgeous Spa Basket!”* After she is finished with her Satin Hands, have her fill out her entry form and clipboard before having her lunch. Be sure to use any “dead” time to really get to know them and make a great connection. Remember that men can also enter the special lady in their lives to win or give their pampering session to their special someone as well!

If a staff member looks hesitant, inform her that entering to win creates absolutely no obligation, her information will not be sold, and she does not have to be present to win.