

Mother's Day Scripts for Men and Women in your Circle of Influence

- 1) Make a list of every married man or dating man that you know...their special women does not need to be an existing Mary Kay Client.
- 2) Contact the men by phone or in-person

*"Hi Bill. This is _____. (Explain how you know his wife or who gave you his name as a referral). "Bill, have you finished/started your Mother's Day shopping yet? I'm a Consultant with Mary Kay and I'm running a special promotion this year. How would you like to win the **best husband and son award** this year? This is how it works. I will beautifully **gift wrap and put tags** on personalized gifts that are specially created for your wife and any other mom's you need gifts for in your life!"*

*Our products are **100% guaranteed** so she can exchange any item. All the gifts will be **delivered** in a gorgeous basket to your office or at home. Now, Bill, there are several advantages to this for you. First, it is easy for you and secondly, I can do gifts for your wife, your mom, and your mother in law, so you get everyone taken care of. Lastly, you can be assured of giving thoughtful gifts they will absolutely love. All you have to do, Bill, is let me know what fits your budget. I have different gift sets so I can pretty much do what works for you...\$15, \$20, \$30, \$50, or \$100? You can pay by cash, check, credit, or debit, and you can even pay half now and the rest on delivery.*

So Bill, what sounds best to you? OK great! To beat the rush, I'll need to get all orders in by _____, so I will need at least a deposit (half)".

- 3) Order your product, package your sets, and deliver in a gift bag so they are a surprise!

Mother's Day Script for Women in your Circle of Influence

- 1) Make a list of every woman that you know... she does not need to be an existing Mary Kay Client.
- 2) Contact them by phone or in-person

*"Hi Susie. This is _____. Have you finished/started your Mother's Day shopping yet? As you know, I'm a Consultant with Mary Kay and I'm running a special promotion this year. How would you like to win the **best daughter award** this year? This is how it works. I will beautifully **gift wrap and put tags** on personalized gifts that are specially created for your mom and any other mom's you need gifts for in your life!"*

*Our products are **100% guaranteed** so she can exchange any item. All the gifts will be **delivered** in a gorgeous basket to your office or at home. Now, Susie, there are several advantages to this for you. First, it is easy for you and secondly, I can do gifts for your mom, your daughters, and your mother in law, so you get everyone taken care of. Lastly, you can be assured of giving thoughtful gifts they will absolutely love. All you have to do, Susie, is let me know what fits your budget. I have different gift sets so I can pretty much do what works for you...\$15, \$20, \$30, \$50, or \$100? You can pay by cash, check, credit, or debit, and you can even pay half now and the rest on delivery.*

So Susie, what sounds best to you? OK great! To beat the rush, I'll need to get all orders in by _____, so I will need at least a deposit (half)".

- 3) Order your product, package your sets, and deliver in a gift bag so they are a surprise!