

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, I am supposed to do (30 practice faces, 30 product surveys, etc). And just for being (a practice face, survey, etc), you get (a gift certificate, a gift, etc) as a thank you for your time. 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 they have a (gift certificate, a gift, etc) and a pampering session... if they want to do it great, if they don't, great. So think of every woman you know with skin, who is nice, who is bribeable, who is over 21, and who lives 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 Creams make a great affordable gift for the top part!)
- **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!*”