

Jingle All The Way!

(Black Friday / Pink Sale Deliveries)

The idea is to take new items, and the items she may not have tried yet, to ask her opinion about what you should stock for the Holidays.

Of course she can "pre-order" also!!

What to take:

Her order to deliver (with ribbon and candy -*of course!!*) with Sales Ticket totaled!

Items to Show/Sample (Product opinion bag or basket):

FULL SIZE! New items, Limited Edition Items, Purchase with a Purchase, Fragrances, Nail colors, Lipsticks, etc.

1 Eyeliner

4 in 1 cleanser - normal to dry

Oil Free Eye Makeup Remover

Look Books

Flat cotton pads

Sales Tickets

Q-tips

Pen

Gift with purchase - wrapped cute

Wish Lists

Skinvigorate Cleansing Brush

Calculator

1 Lemon

Phone

1 Bronze Liquid Foundation Demo

Planner

Satin Hands and Satin Lips

Paper Towels

Scripts at the appointment:

"Thank you so much for your order! You got a great deal! I appreciate your making some time for us to get together today. I was really looking forward to seeing you.

You know that my job is to show you what is new and exciting, and your job is to decide if it is for you or you would like to give it as a gift.

I would be very upset if you found out about new Mary Kay products from someone else and you thought "Why didn't Jeanne show this to me?"

Before we get started, let me treat you to Satin Hands and Satin Lips - I don't know about you, but I have definitely noticed a difference in my skin since the weather has changed."

What you do:

Satin Lips and Satin Hands at the sink

"While we are in the bathroom let me show you the coolest thing ever! This is our skinvigorate cleansing brush."

Show her the lemon and tell her that the little dimples are like pores on her face. Ask her if she "sees that". Put a LITTLE of the bronze liquid foundation onto a part of the lemon and rub it in. Take 3 in 1 cleanser and start to wash the lemon. Show her how the foundation is "stuck in the pores". Take the skinvigorate brush and finish washing the lemon. She will see how well the brush "cleaned the pores". "Pretty cool, hmm?"

"Let's go back to the table and see the new products" While you are walking, ask her what she thought of the skinvigorate cleansing brush. See if she can think of someone who might want one as a gift for the Holidays.

"I am going to give you a wish list so you can jot down the items you like"

Demo the nail polishes on top of the wish list.

Demo the other products on the back of her hand to get her opinion, including the eyeliner - showing her how it does not smudge, then remove the stripes with the oil free eye makeup remover.

Have her smell the fragrances. (Tip: spray the fragrance into the lid before you go to the appointment)

Fill out a new sales ticket or wish list with the new items she wants to purchase or receive from her Santa.

Rebook her! "How would you like to do your holiday shopping at half price? All it takes is you plus two! You can buy everything in the catalog if you want and it would still be half price!" Let her know that you are doing holiday shopping coffees, holiday look parties, bedtime parties and Christmas morning makeover parties where she can shop at the 50% off!