

Mary Kay

# THE AMAZING RACE Directions

## **Preparation:**

1. Print out the amazing race scavenger hunt flyer.
2. Print at least 30 drawing entry forms from [www.unitnet.com/abbotts](http://www.unitnet.com/abbotts). Cardstock is the best to print on!
3. Have 3-5 pens, and a cute little pouch/bag to hold your cards. You can even keep this in your purse, is better to have something small and fairly discreet to carry cards in, or else people might avoid you...
4. Memorize your script and rehearse before going out.
5. Dress casually, but CUTE!

## **When on your scavenger hunt:**

1. Use this script to approach people:

*"Excuse me, do you have a second? (yes) OK awesome! Well, do you know what a scavenger hunt is? (usually yes) OK, great! Well, I'm Susie and I am a consultant with Mary Kay and I am doing a Scavenger Hunt, and I wanted to know if you fit any of these qualities? When you pick one, the cool part is that you get to fill this out and get entered into a drawing for a free spa basket or gift certificate for free Mary Kay product just for helping me out! Would you be willing to help me with my scavenger hunt?"*

It is important to be energetic and excited - this is a purposeful scavenger hunt, not a casual bypassing.

2. After getting the yes, have them write their scavenger hunt "quality " on the back of their card (e.g.: has blonde hair... etc.). This will also help you to remember who they are if they win!

## **After the hunt:**

1. Sort cards into those who have a consultant and those who do not - throw away those who have a consultant.
2. BOOK YOUR BRAINS OUT!!! Call your prize winners. Use the drawing winner script on unitnet under Training Center/Networking and Leads/Business Promotions. Remember to remind them who you are and which scavenger hunt quality they were for you!
3. You can call 1 in 3 entries as your winners, and cycle entries in to be winners as prizes go unclaimed.
4. You can vary your prizes for each winner!