

Christmas Dialogue

Start Dialing☺

Dialogue...

Hi _____ this is _____ with Mary Kay. (I'm your wife, _____, Mary Kay consultant) Do you have just a minute? Great!! You know Christmas is just around the corner and I'm calling to save your life this Christmas. No malls and no decisions, does that sound good to you?

- Let's start with people at your office. Who do you typically buy for at the office? (Ex. Assistant, receptionist, boss, cleaning staff, etc...) {Write them down as he lists them}
- How much do you typically spend on this person? Great! These are my 2 options in that price range.

(Continue with both of these bullet items above until all people at work are taken care of, then move to the next section)

- Let's talk about your personal needs. I have a great gift option for your wife. She will go crazy over this and you will look terrific. It's a 12 days of Christmas basket. Each day, for the 12 days prior to Christmas, she will choose a gift out of her basket and open it. Each Day she will open a special gift hand picked for her. There are 3 options to choose from 159, 199 or 299. Would you like to go with the 299 or was the 199 more of what you had in mind? (let him speak first☺)
- Great! Your wife is taken care of now how about your daughter? How much would you like to spend?
- How about your mother? How much would you like to spend?
- Great... have we covered all the special women in your life?

Now would you like me to deliver these to you or the recipients? (Schedule a delivery time and write it on his sales ticket)

I take all major credit cards, checks or cash...which would you prefer to use?

Thanks so much for your business!!!!

THAT'S IT!