

Twenty Minute Holiday Gift Appointments!

Ladies, the following script and instructions are the keys to your success this next few months. Get started immediately...December 25 it's OVER!!!!

Hi _____ this is _____, do you have a quick minute??? The reason I'm calling is that I'm starting to set up some 20 minute gift appointments to show you what I'm doing with some of our holiday items this year! MK has some fabulous things in a wide range of prices that may be very appropriate for some of the people on your gift giving list! And I wrap!!! AND...20 minutes with me may save you hours at the mall...and THAT's just looking for a parking place! What does your schedule look like in the next few weeks and let's see if we can fit in 20 minutes together!

1. Bring a variety of wrapped items to show a sample of what you do.
2. Bring the private spa lotion samples to sniff.
3. Have a Look Book, sales ticket, and a **wish list!**
(if at your house, make a pot of coffee and do QUICK Satin Hands on her!)
4. Ask her who she needs to buy for
5. Ask price range, make suggestions
6. After those are selected, ask her who she's going to be running out to purchase gifts for on the 19th of December –prompt her. Show her some lesser priced items for those people
7. Tell her about the “OH” gift
8. Arrange money and delivery date

Hi _____ this is _____, do you have a quick minute??? The reason I'm calling is that I'm starting to set up some 10 Minute Stop By's to show you what I'm doing with some of our holiday items this year! MK has some fabulous things in a wide range of prices that may be very appropriate for some of the people on your gift giving list! And I wrap!!! AND...10 minutes with me may save you hours at the mall...and THAT's just looking for a parking place! What does your schedule look like in the next few weeks and let's see if we can fit in 10 minutes together!

9. Bring a variety of wrapped items to show a sample of what you do.
10. Bring the private spa lotion samples to sniff.
11. Have a Look Book, sales ticket, and a wish list!
(if at your house, make a pot of coffee and do QUICK Satin Hands on her!)
12. Ask her who she needs to buy for
13. Ask price range, make suggestions
14. After those are selected, ask her who she's going to be running out to purchase gifts for on the 19th of December –prompt her. Show her some lesser priced items for those people
15. Tell her about the “OH” gift
16. With a \$200+
17. order, give her the hostess gift
Arrange money and delivery date