

GIRLFRIEND PARTY PACK – Scripts & Set-Up

FROM FUT. EX. SR. DIRECTOR BARB BATY:

WOW great idea!! Let's all use it!! Call your Customers ... Call your fishbowl/facial box/warm chatter/referral names ... Get the word out! You chose THEM to win a Girlfriend Party Pack!

Thanks to Team Leader **SHARRON HIGGINS HOLLAND**'s help on the script and for passing this idea along from Dir. Debbie Drake's website. Also, thanks to Sr. Director **KAREN PAPPAS** for helping me on the flyer and party options!

Script for the Girlfriend Party Pack for calling fishbowl/facial box/warm chatter/referral names!!

“Hi, _____! You entered your name in a fishbowl at _____ and I'm calling to congratulate you! You have won a Girlfriend Party Pack!! Let me tell you exactly what that is. It includes dessert and beverages for up to 10 girlfriends ... chocolate or cheesecake of course!! You and your girlfriends will all receive a pampering spa facial, which includes a microdermabrasion treatment, eye cream & lip treatment as well as the Peach Smoothie Satin Hands experience. That's not all!! You also have your choice of a Gift from our Girlfriend Gift Collection or \$50 in Free MK Product. And here's the best part ... TWO of your girlfriends will also receive Party Packs as a gift from you!! All you have to do is set a date and place to have your party and get your guest list together. I will take care of the rest. These parties are so much fun, but remember, no more than 10 girlfriends! So tell me, _____, which works best for you ... weekday or weekend?”

**(Once you get the date on your books, tell her when you will call to get the guest list).
I'm certainly looking forward to meeting you and your girlfriends!!”**

Script for calling existing customers:

“Hi, _____! I am so excited to tell you about the newest Mary Kay promotion. I can offer it to my favorite customers ... and I immediately thought of YOU! It's called the NEW Mary Kay Girlfriend Party Pack! Let me tell you exactly what that is. It includes dessert and beverages for up to 10 girlfriends ... chocolate or cheesecake of course!! You and your girlfriends will all receive a pampering spa facial, which includes a microdermabrasion treatment, eye cream & lip treatment as well as the Peach Smoothie Satin Hands experience. That's not all!! You also have your choice of a Gift from our Girlfriend Gift Collection or \$50 in Free MK Product. And here's the best part ... TWO of your girlfriends will also receive Party Packs as a gift from you!! All you have to do is set a date and place to have your party and get your guest list together. I will take care of the rest. These parties are so much fun, but remember, no more than 10 girlfriends! So tell me, _____, which works best for you ... weekday or weekend?”

**(Once you get the date on your books, tell her when you will call to get the guest list).
I'm certainly looking forward to meeting your girlfriends!!”**

****The “Girlfriend Gift Collection” is from our Hostess Gifts on Section 2. Also, the Pink Ice Ring can be a selection.****



Basket
10 Party Plates
10 Napkins
10 Plastic forks
10 Cups
Brownie or Cheesecake mix
Tea or Crystal Light mix
10 Look Books
10 Color Cards
\$50 in MK products
Silk flowers & shred to decorate basket
Tulle to wrap basket

Get the plates/napkins/forks/cups at Dollar Tree or WalMart. I bought the value pack at WalMart (by the party favors) so I got 20 in a package and have enough for two Parties. I am putting in products that I want to move. IF they ask if they can select their own, of course I will let them. The basket is a small laundry basket I bought at WalMart (in the craft department) for only \$1.89. You can use whatever dessert and beverage you want.

I use tulle to wrap the basket as it doesn't seem to crinkle or look "used" after several trips around in my car. I will take the boxed dessert out of the basket, tie the tulle back up, bake the dessert and take it with me to the Party. I present the basket to the Hostess at the beginning of the Party (in front of her guests/girlfriends) and unpack it to use the Party supplies. I also use that opportunity to "romance" the FREE products ... especially the Satin Hands products, which they have all been able to try from my own demonstration set. **Everyone will want one!**

Mary Kay introduces "The Girlfriend Party Pack"

Your "Party Pack" includes:

Spa Facials, Beverages, and Desserts
for up to 10 Girlfriends!

(Chocolate or Cheesecake of course!)

Every guest receives a Cleansing Facial,
Satin Lips, Eye Creams, Microdermabrasion,
and Satin Hands treatment ...

PLUS a basic Color Makeover for each Girlfriend!



GIRLFRIEND PARTY PACK



As a winner of the "Girlfriend Party Pack",

YOU will also receive your choice of a
FREE Gift from our Girlfriend Collection
or *\$50 in FREE Mary Kay!*

Plus, two of your Girlfriends will be selected
to receive their own "Girlfriend Party Pack"!

To receive the "Girlfriend Party Pack"
absolutely *FREE* ...

the following *3 things must be completed:

1. Hold your **Girlfriend Party** on the originally scheduled
Date: ___/___/___ Time: _____
2. Have 4 girlfriends join you at your **Girlfriend Party**
who have not yet attended one of *my* parties.
3. Collect \$50 in orders before your **Girlfriend Party**.

*Even if not all 3 are met, you will still get your \$50 product at a special **50% OFF** Discount!