

Quick & Easy Ideas for Valentine's Sales

1. Contact the husbands and significant others of your customers and offer to put together a Valentines Day gift for their sweetheart.* Men generally shop by price and convenience, so you may want to ask what price range they have in mind. Here is a dialogue you could use:

Hi, Bob, this is _____. You may not know me, but I'm a friend of Karen's. Actually, I'm her Mary Kay Independent Beauty Consultant. Do you have a quick minute? I wanted to talk to you about a Valentine's Day gift idea for Karen. Great!

Bob, I always call my customer's husbands to offer my gift-buying service. I keep a wish list on Karen throughout the year of Mary Kay products she wants and has mentioned she'd love to have. This makes things easier for you!

I don't know if you've shopped for Karen's Valentines Day gift yet, but I'd love to help you out by fixing a beautiful, personalized gift basket full of products I know she'll love.

I offer free gift wrapping and delivery. If she's not 100% thrilled, I'll exchange anything to her complete satisfaction.

I can make you look really good, Bob! I have gifts ranging from \$15 to \$500. Tell me, what price range would you have in mind? Great!

Would you like the gift delivered to you at work or to Karen's home? I know she'll love it either way. When I bring it by, I'll leave my card with you so you'll have it on hand when Karen's birthday and your anniversary rolls around!

2. Wrap up small Valentine's Day-themed gift packages and carry them in a big basket everywhere you go. You'll be amazed at how women buy for their daughters, mothers or even themselves.

3. Top performers know that "sets sell" and the "eye buys."

* Prior to contacting referrals via telephone or e-mail, you should consider whether this kind of communication is consistent with state or federal do-not-call or SPAM laws and regulations. For more information on this subject, you can go to the LearnMK Web site and click on the Legal and Tax link.



VALENTINE FUN PACK

Every customer who purchases product totaling \$10 is able to place their name on any line. For each additional \$10, they sign their name to another line. There is one line worth \$10 FREE product! The person with their name on the LUCKY LINE will get their money back. You have until _____ - to return this Fun Pack to me with all the lines filled in and YOU will receive \$25 in FREE PRODUCTS!!! Have customer list their name and phone number!

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|-----------|-----------|
| 1. _____ | 11. _____ |
| 2. _____ | 12. _____ |
| 3. _____ | 13. _____ |
| 4. _____ | 14. _____ |
| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |