

Secret Pal Pampering Package

The Class Supplies:

- * Secret Pal Referral Sheets for guests to fill out
- * Pens

Dialogue:

“For every name and number you put on the paper you will win a ticket for the ticket game and the person who has the most names and numbers will win 5 bonus tickets!”

“When I call the names on the paper I just tell them that a friend gave them a free facial with a \$10 gift card and that at their appointment they will get to find out who their secret pal is. If they say they are not interested I cross them off the list and don’t call them again. Most people like to go through their cell phones and put down their friends’ names and numbers that are programmed into their phones. Don’t forget though ... don’t tell your friends because it is a secret and you want them to be surprised!”

The Call:

*“Hi my name is _____ and I am with Mary Kay Cosmetics. You don’t know me but you have a friend who has given you a Secret Pal Pampering Package with Mary Kay! That is a free facial and a \$10 gift card to use at your facial! When you have your facial you get to find out who your secret pal is! So ... I know it sounds kind of strange but it is a lot of fun. I was calling to find a time when we could get together for you to have your free facial, choose your \$10 free, and find out who your secret pal is. What works best for you, ...” ** BOOK.*

*“If you would like to share your facial with a few friends that’s great! It is fine if it is just you but sometimes it is more fun with friends. I will mail you a packet (explain Hostess Packet).”
Get address and decide where appointment will be held. “I will have this appointment set aside specifically for you, so if you choose not to have friends participate I will still be prepared and set up to give you your facial. Thanks and congratulations!”*

**** Have specific times in mind on your books. Be flexible AFTER they can’t make any of your available sessions.**