

OFFICE OF THE WEEK

Do this once a week. You will never run out of names if you work FULL CIRCLE from these new customers.

Select an office that you do business with or that has impressed you with their customer service, etc. Call and use this script or adjust the script for “booking” in person. The fun part is YOU SELECT THE OFFICE! Smile when you are talking and remember- IT’S ALL ABOUT MAKING THEM FEEL GOOD! They DO deserve some recognition!

SOUND BREEZY and EXCITED
Then pick up the phone and go!!

“Hi, One quick question? How many women work in your office? Five (or more...) Oh my gosh, that’s perfect! Guess what? You all have been selected as OFFICE OF THE WEEK! I’m with Mary Kay and every week we choose a different office to drop off goodie bags for all the women that are working! We just want to thank them for their hard work and give them a chance to win _____. This week you’re it!!!! “

“Will everyone be there tomorrow? What time will they all be around? Great, I wouldn’t want anyone to miss this!”

“Again my name is _____ and you can count on me to be there on _____! See you then!!”

Before you go...

Goodie Bags-

Inside my goodie bags I put a HAND CREAM SAMPLE (buy under section 2), REALLY GOOD CHOCOLATE (spend the extra \$\$), My business card, Sometimes I will throw in a post card with a promotion I might be doing.

Entry Forms- Make sure they are professional!

YOU HAVE to look as professional (IF NOT MORE!) than the place of business that you are going.

When you get there...

If they will allow you to walk around the office and meet each person great, DO IT!!! Face to face contact is just what you want!

Hand them their goodie bag, the drawing slip and say... "Don't forget to jot down your name and number for a chance to win ____"

When you're meeting people make sure to talk about THEIR APPOINTMENT, assume every woman is going to get together with you.

If they will not let you walk around the office then ask one person (most likely the receptionist) to pass out the goodie bags and have everyone fill out a drawing slip. Say to her "Here's a book pick what color LIP GLOSS you like and I'll have a FREE one for you when we get together just for helping me!"

Sometimes you can wait for the stuff back and sometimes they will ask you to come back and pick them up.

***REMEMBER TO JUST HAVE FUN DOING IT!!!!**