

Secret Santa Pampering Package Booking Script

Hi _____. This is (consultant). You may not know me, but we have a mutual friend and you have a Secret Santa who has given you a holiday gift. Now she instructed me to NOT tell you who she is because she didn't want you to feel obligated to get her something. So, I'm calling to tell you what your gift includes.

- You get a Holiday Pampering Session, along with a \$10 product gift. It takes only 45 minutes for the appointment. She wanted to make sure that you had this pampering before Christmas Eve, so what is better for you, daytime or evening? I have _____ and _____ open, which would you prefer?, etc.

If postponing into Jan.

- Due to the fact that this is a holiday gift, I do need to schedule by December 31st. Is this week or next week better? Weekday or Weekend? Daytime or Evening?

Turn it into a Class:

Since you don't know me it might be more fun to invite a few friends. I'll have some free Mary Kay product as an additional gift from me. Let's brainstorm for a moment, who do you know who might want or need a little pampering this holiday season?

If No, to gift Or has a consultant etc...

- Now, _____, this is a holiday gift and I'd hate for it to go to waste, who do you know who could use some pampering this holiday season?

You will get one of three answers:

1. Well, I guess since it's a gift, I'll do it.
2. Well, _____ would be great.
3. I can't think of anyone.

You'll never know unless you ask!!!
Happy Booking!



When to Book:

- After Thanksgiving

Who to Book:

- Any Referrals

What to do if you don't have any referrals:

- Ask 5 friends for 1-2 referrals
- Use your school, church, neighborhood directory and YOU can be the Secret Santa!



Secret Santa Pampering Package

This certificate entitles _____
to a holiday makeover & facial with \$10 in free Product!

Authorized by your Secret Santa !

Expires January 30th

Not redeemable for cash





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