

## **REFERRAL GAME**

### **Have them put on Satin Lip Mask**

We are going to play a game, you can only play if you like me (wink at them). Because we don't advertise a lot in Mary Kay, I work based on referrals.

"I'm going to have you flip over your pink profile card, on the back under #4 it says "Give your friends the gift of a complimentary facial, please list friends who would enjoy some pampering"...We take it as a high compliment if you refer your friends to us\_\_\_\_\_ was I nice to you on the phone? Great, I'm nice to your friends too! I offer them a pamper session and a gift certificate, if they want it great, if not I don't ever contact them again...with that said I'm going to give you 2 minutes to write down everyone you know who's overworked, under pampered, and underappreciated and could use some pampering with MK" If you can think of 5 names and numbers, I give you a travel sized mascara, if you are Mrs. Lots of Friends and can think of 15 I'll give you a mini cellushape treatment (or whatever PCP gift with purchase). READY....SET.....GO!!!

-Remove Lip mask and then apply lip balm