

ALLSTARS UNIT REFERRAL GAME (FABULOUS)

After skin care, I have my guests apply Satin Lip Shea Sugar Scrub. Then I set up the game.

We are going to play a fun game! How many of you have ever seen a TV commercial, billboard, or magazine with Mary Kay in it? It's kind of a trick question, we don't advertise a lot because Mary Kay wanted that one on one relationship with our customer and to keep corporate costs low so she could offer more incentives like practically free cars to the sales force!

Next to your mirror is a slip of paper called the fabulous game. Go ahead & grab that, and write your name on the top for starters. Because we don't advertise a lot, I work a lot based on my referrals. I'm going to give you 3 minutes to think of anyone who is overworked, under-pampered and under-appreciated and could use some pampering with Mary Kay. I text or call and offer them a pampering session and a gift card. If they want it, I think, "Yay!" but if not, I'm with Mary Kay not scary Mary Kay. I won't stalk your friends.

There are some rules to this game....

1. You can use your phone! It isn't cheating
2. They must be 18 or older (the form says 25 but 18+ works)
3. You only have to write their first name --you probably won't win this race if you write last names!

If they start writing say, "I haven't said GO yet lol!"

Everyone who gives me 20 will get a goodie bag with a sample and purse sized Satin Hands Hand Cream, but the FIRST person to get to 20 gets a FREE MASCARA of their choice from me!!

READY.....SET.....GO!!!!!!!!!!!!!!!!!!!!!! (then have them remove the scrub and apply the shea butter balm)