



Want to Make \$100s even \$1000s during the Holiday Season? Try this GREAT IDEA ...

“12 Days of Christmas”

READ EVERY WORD!!!!!!!!!!!!

Want to help all those guys who don't know what to buy and haven't got a clue how to be romantic, and makes lots of Holiday profits at the same time? Men usually HATE shopping, but really want to please their wives. Help them out by offering baskets containing twelve (12!!!) separate gifts to be opened in the 12 Days Before Christmas, 12 Days Following Christmas or on Christmas Eve or Christmas Day...let HIM decide how he wants to do this. Any woman would be thrilled with this idea!!! Well, here is an idea that works!!! I sold close to \$4000 last Christmas in just a couple of hours of telephone time and putting the baskets together after 9:00 pm. However, I encourage you to make your children (5th grade on up) part of your business and show them how to wrap and ribbon the packages or have a high school student in your neighborhood help you and trade her some product for her time. Your time is valuable and should be invested in skin care classes. Memorize the following script, get excited and start dialing that phone!!!

You may want to have your husband call, ask for her husband and say, “_____, this is _____. My wife has a great idea for you – that you will love ... here talk to her!”

Selling the “12 Days of Christmas” ... to HIM!!! - A SCRIPT FOR SURE SALES!!!

Script #1

“Hi _____, this is _____ calling. I'm your (wife's/girlfriend's) Mary Kay consultant and I have the most fantastic idea for you! Have you done your Christmas shopping for _____ yet?”

Well, I have an idea that would make your wife (or girlfriend if single) think you were the most romantic man on the face of this earth! It's called the “12 Days of Christmas”! A scrumptious gift basket of 12 individually and beautifully wrapped gifts.

Here's how it works. Give her one gift each day for 12 days. Begin either on December 14th or the 25th and give her gifts for 12 days after. Now to make this real romantic, put each gift in a special place – on her pillow, by her breakfast

glass, or draw her a bath and place on the tub – she'll go nuts!!!! You could also give her 1 an hour on Christmas Day or make it a Scavenger Hunt – the gifts could be from the kids. She will love you for your thoughtfulness.

I can do the whole basket with all 12 gifts for just 289 (price and don't say dollars). I take VISA, Mastercard, Discover, personal check or cash. (Then be quiet!!!! Wait until he says something before you speak again or you may lose the sale. If he likes the idea, but didn't want to spend that much, then say...) "I can also do a really nice basket for 199 or 139 ... which would you prefer?"

Script #2

"Hi _____, this is _____. I'm your wife's Personal Skin Care Consultant with Mary Kay. I'M SO EXCITED!!! I have THE MOST romantic gift idea for you to give your wife this Christmas! You are going to be her HERO!!! Can you talk with me now or would it be better to call your office?"

"Your gift to her is called "The Twelve Days of Christmas". I will deliver a basket to you no later than December 12 that will be filled with individually and beautifully wrapped gifts – one for each day before Christmas! I will also have a beautiful poem you can give her at the beginning of the 12 days. You will romance her by giving her a beautifully wrapped gift each day as a constant reminder of your love for her!!!"

Can you imagine her reaction as she realized she's going to get not one ... but TWELVE GIFTS????!!! This collection of gifts includes gift wrapping, free delivery to you, 100% satisfaction guarantee and payment options ...

VISA, Mastercard, Discover, personal check or cash. _____, all I need is your payment choice! I'll do the rest!!!

NOTE: If he says he's finished his shopping already then you say, "Have you picked out her pillow gift?" He'll ask you what that is, and then you say ... "You know ... that's the one for Christmas night ... when she's been working hard all day ... cooking dinner ... making sure everyone in the family is happy and having a great time. And, at the end of the day, she finally makes it upstairs to bed ... completely exhausted ... and when she gets there ... she sees this beautifully wrapped gift on her pillow ... just a little reminder from you of how truly special she is."