

Valentine's Scripts

Warm Chatter:

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Have you gotten your Sweetheart anything for Valentine's Day yet? No? Boy, am I going to make you look good! (pull out scented wrapped rose or a box of chocolates) I will deliver this to your Sweetheart at work, home or to you to present to her yourself. I will enclose a gift certificate ranging from \$25 to \$500 and it includes a facial and makeover. You may select the price of the shopping spree. Where would you like me to deliver it?! To her home, work, or to you? What amount would you like to treat her on her day of pampering?

Current Customers:

Hi, _____, it's _____ your Independent Mary Kay Beauty Consultant. I'm playing cupid today and wanted to call you to let you know about some special and very sweet gifts I have for Valentine's Day. I have all price ranges for almost everyone on your list from sweethearts to daughters, moms and best friends. I'm happy to gift wrap and deliver and make your life easier. Do you have someone on your gift list that I can help you with?"

Listen, ask price ranges, make suggestions.

"By the way, _____, I'd also be happy to contact your sweetie and let them know what would make you smile. If you have something in mind, you can let me know and I'll give them a call. Or, you can go to my web site and shop, shop, shop and then tell the computer that you will be contacting me for payment choices and that will be my cue that's your wish list."

If she's interested in you contacting her husband/boyfriend, get his number and best time to call.

Husband Script (2):

Hi, _____, this is _____ and I am _____'s Independent Mary Kay Beauty Consultant. With Valentine's Day right around the corner I thought you might like to know about some special Mary Kay products that _____ loves (or has been wanting). If you are needing something special for _____ for Valentine's Day I want to offer you my special gift service. Because _____ is one of my preferred customers, you would automatically receive a 10% discount. I have all price ranges. I also offer gift wrapping and delivery. Tell me _____, may I help you with a Valentine's Day gift for _____?

If he has already decided on something else... Say, "Oh, that's great. Well how about a small, romantic pillow gift?" You can then go on to tell him that this is a gift he would put on her pillow on Feb 14th... very romantic!

Husband Script (1):

Hi, _____, this is _____. You don't know me, but I'm a friend of _____'s. Actually, I'm her Mary Kay Independent Beauty Consultant. Do you have a quick minute? I wanted to talk to you about a Valentine's Day gift idea for _____. Great!

_____, I always call my customer's husbands to offer my gift-buying service. I keep a wish list on _____ throughout the year of Mary Kay products she wants and has mentioned she'd love to receive as gifts.

I don't know if you've shopped for _____'s Valentine's Day gift yet, but I'd love to help you out by fixing a beautiful, personalized gift basket full of products I know she'll love.

I offer free gift wrapping and delivery. If she's not 100% thrilled, I'll exchange anything to her complete satisfaction.

I can make you look really good, _____! I have gifts ranging from \$15 to \$200. Tell me, what price range would you have in mind? Great!

Would you like the gift delivered to you at work or to work or to _____'s home? I know she'll love it. When I bring it by, I'll leave my card with you so you'll have it on hand when _____'s birthday rolls around!

Husband Script (3):

Hi _____! This is _____, your wife's Mary Kay Beauty Consultant. I know how busy your life must be right now, so I wanted to save you some Valentine's Day shopping time by passing along a tip about a gift I know _____ would like. We were just talking about _____, and she said she'd love to get the _____, but didn't feel she could afford it right now. Wouldn't _____ be surprised if she got this from you for Valentine's Day? I could even create a gift set that includes her favorite color MK Signature Lipstick and Lip Liner, or a complete color collection for a look she'll adore!

If you order today, I'll be happy to gift wrap and deliver it too! Would you like the gift delivered to you at work or to _____ at home? That's great! I know she'll love her _____! I'll bring it to you tomorrow morning, and I'll leave my card with you to have on hand when _____'s birthday rolls around!