

Deserted Island Referral Game

Take the **Wish List** & put at the right side of their tray and right before you start the actual class of them putting product on their face tell them that this is their wish list and they will want to keep handy and after each product we use, if they know they cannot live without this, they need to put this on their wish list. You can use this wish list to use as a booking tool. In their individual close; use this wish list to get them to book a class with their friends to get some of the product free!!!

Then the Paradise Referral Game:

After the 3-in-1 cleanser is removed, we all put on the Even Essence Complexion mask (on 1/2 of face) and I tell them that why that is setting, we are going to play a little game. I remind them that the best compliment they can give me as their beauty consultant is to refer me to their friends and family, and I have an easy way for them to do this. I explain that when I call their friends/family I am going to offer them a free Mary Kay gift certificate in honor of them from you. (This gift certificate can be in the amount of \$5, \$10, \$15 or even higher, just depends on what you want to do in your business.) Now I tell them to close their eyes and take a journey with me. (I joke with them if they do not close their eyes, and say close those eyes girl - real jokingly) Then I start my story and it goes something along the lines of this: "You are so excited, you and your mate are about to take a trip to a Paradise Island - Hawaii. You have packed your bags and you're at the airport. You get loaded on the plane and have a relaxing ride to Hawaii. You arrive in the Hawaii airport and go to the luggage belt waiting to get your luggage. You see all kinds of people there, they are all so excited to be in Hawaii just like you are, they are getting their luggage and the luggage belt keeps going around and around and you are still waiting on your luggage. Finally the belt is empty and you do not have any luggage. Oh my what are you going to do, you are in Hawaii for a week. Now I say open your eyes and on this sheet write down what one **cosmetic** item you cannot live without this week. Write that item in the cloud. Then on the top of the sheet write your name. Now we are going to play the game, pull out your cell phones and we have 3 minutes, the person who gives me the most names and #'s in the 3 minutes gets their cosmetic item from me FREE!" Then I take off my watch and tell them "Ready Start Go" and start watching for 3 minutes. When there is 1 minute left - I announce 1 minute left. At the end we see how many names each one has and the one with the most gets that item FREE! If you don't want to give away free you can give at 50% off—your choice.

Ponder Pink - at the end of the class after all table closing, I explain that while I am visiting with each person individually I have a sheet I would like for them to complete, I explain that there will be a drawing for a prize from the sheets turned in. The prize can be a purse size hand cream wrapped in a cute bag—whatever you want.