

Kim McClure's

Holiday STOP-N-SHOP!

Earn CASH for Christmas and have a DEBT-FREE Holiday Season!

Call everyone you know (even if you haven't facialed them) and say:

"I am going to be in your area this week/next week and I would love to pop in for just a quick 15 minutes and show you the wonderful gift ideas I have for Christmas. I have something for everyone on your list – except little kids. I gift wrap and deliver for you too! As a thank you for letting me pop in, you can get one Christmas Gift at ½ price OR you can shop tax free! (*You, as consultant, pick whichever is more appealing to you and offer one or the other*). Set the date and time – then say "Hey if you share this appt. with some friends – you can do all your shopping at ½ off – you'll get 10% off your order for each friend you have there – up to 50% off your whole order!"

What to do:



Wrap a Mary Kay inventory box or copy paper box in holiday paper. Be sure to wrap all the sides including the bottom. You will use this box to carry your items in. Once you

arrive, put down a solid color tablecloth, and empty everything out of the box. Flip the box over onto the tablecloth and set up the products on top of the box and around the sides. Add a couple of Christmas ornaments around the items and you have a beautiful display!

I suggest adding a few of the men's items to your order to have something for everyone on their list! Also, show the Hostess Necklace and a compact (filled) and a compact PRO (filled).

People always buy gifts and buy for themselves too!

Agenda:

- Start with Satin Hands/Satin Lips
- Do a "Handcial" on them if they don't use skin care already. Have them put skin care on the back of one hand, then take a darker shade of foundation (ivory if they have bronze skin) and put a dab on the back of each hand and rub it in and see the difference! Show them the page on the Miracle Set and stats!
- Then open up to pg. 28 of the Look Book and take them through the Holiday Items. Let them shop!
- Have them fill out a profile card – front and back side of the card – give an incentive for getting 5 referrals – like \$5 off your order.
- Book them for a quickie Holiday makeover so they look great in all the pictures their relatives will be taking over the holidays!

So quick, easy, fun! I did this one on one and sold \$613!!! Be sure you have enough products on hand to get you thru the 12th of December! Orders that go in at the beginning of a month can take up to 10 days to come in! If you order on the last day of the month, you will have to assign the order to your director WITH PAYMENT!