

Hi Bob,

Calling Santa's

My name is Elizabeth Mckinney, and I am your (wife's, girlfriend's, daughters, mothers,.....) Mary Kay Beauty Consultant! She recently came to a (Mary Kay party, Facial, event....) and found some things that she would LOVE to find under her Christmas tree this year! She filled out a wish list, and listed you as her Santa!(Pause for effect!)

Have you began your Christmas shopping yet? (you'll get a laugh!)

Well that's ok! Because I'm here to help! I can make it super easy! Did you have a dollar amount in mind to spend on _____ this year?

(this gives him a feeling of authority, and shows him that you respect him. If he says..... "oh... I don't know, how much does her stuff cost?" haha! That's a typical answer. You will want to have everything on her wish list totaled up, so you can answer. However, another great option, is to say..... Most guys spend about \$150. to \$200. that will get her a nice gift with the things on her wish list. Once he's decided how much he wants to spend, you will schedule delivery & payment.)

Great Bob! My next quick question is when would you like this delivered? Would you like me to deliver it to you at work? Or is your home better? (I do offer to keep it till we get closer to Christmas. That way he doesn't need to hide it.) Also Bob, I can take a card right here over the phone, or I can get cash or a check from you when I deliver. Your total is _____ what works better for you?

Alright! One last question! Is there anyone else that you can think of that you'll need a gift for this year? A sister, daughter, mother? Your sister? Great! How much would you like to spend? \$20? Great! I will bring a gift that I know she will love! You're going to look like a hero this Christmas! Thanks so much for shopping with me!

- If we schedule for me to deliver to his work, this is a great opportunity to ask if he thinks any of his co workers need help Christmas shopping too! Tell him all about your Christmas on the Road Show! And if needed ask him to get permission for you to offer your service to his Co-workers when you come.

* Not all Santa's are men! So just change the wording if you're calling a woman "Santa"!

Happy Selling!

Elizabeth McKinney