

Need Some New Prospective Customers?

How to use the Sampler Surveys

1. Run the Surveys on pretty colored paper & cut.
2. Add 10 Surveys and 10 Lipstick or Lip Gloss samples in a bag (suggest "Little Big Bag" or new "Sheer Envelope" on Section 2 of your order form—Don't wait, if don't have in stock, use a small Mary Kay Logo Bag until you get some.)
3. Offer a customer or prospective customer a free Lipstick or Lip Gloss of her choice for getting 10 surveys completed for you. You may also do "Sampling Surveys" with offices you frequent!
4. Have a drawing or do a *"Kissing Booth" for one lucky person who completes a Survey for a free Lipstick or Lip Gloss of her choice.
5. Make sure you are knowledgeable in all the areas listed on the Survey that they may want instruction and education about! (Utilize the Product Guide on Mary Kay InTouch and **Robert Jones "Simple Beauty" book for your own training.)
6. Be sure to follow-up on all Surveys requesting to try other products or who would like instruction in a specific area. Lack of follow-up would not exhibit high integrity!

*Kissing Booth—Have them use the Lipstick or Lip Gloss. Complete the Survey. Fold the Survey & Kiss it. You would then select the best Lips as the winner. (Note: Spray Surveys with Hairspray after kissing so Lips won't smudge!)

**Robert Jones "Simple Beauty" book @ www.beautemadesimple.com

Surveys developed by Future Director Angela Young, Sr. Directors Sherry Hanes & Lillian Allen