

## *LOVE-ly Valentine Sales Idea*

*from Trudi Patmore-Woods*

Come on! Get in on the **SALES!!** ...If this is your very first year, be brave and pick up THAT PHONE!! Keep in mind...YOU ARE NOT ASKING for their money, you are OFFERING YOUR GIFT SERVICE.....(you didn't think you had one did you....well you do!! Let those husbands and boyfriends know) believe you, me, they are very happy that someone has come along to take care of this gift giving for him !!

You can do \$2,000 in Valentine's Sales *if* you are willing to set a goal. Why not? Let me know how much you sold.....anything from \$10-\$2,000!! I want to celebrate **any** success you have!!

**YOU ARE WOMAN!! GOPHER ... IT!!**

### **DON'T FORGET THOSE VALENTINE'S DAY SALES!!!**

CALL EVERY MAN YOU KNOW AND OFFER YOUR GIFT GIVING SERVICE! I HAVE SOLD ALMOST \$300 IN VALENTINES DAY SALES USING THIS DIALOG! THIS WAS ONLY 2 NIGHTS WORTH OF CALLING AND IT ONLY TOOK ME ABOUT 30-45 MINUTES EACH NIGHT. ONE GREAT ADVANTAGE TO WORKING WITH THE MEN IS THAT THEY DON'T WANT TO BE ON THE PHONE FOR VERY LONG! TRY THIS DIALOG:

*"HELLO \_\_\_\_\_, THIS IS \_\_\_\_\_ YOUR WIFE'S MARY KAY CONSULTANT. THE REASON I AM CALLING IS TO SEE WHETHER OR NOT YOU HAVE THOUGHT OF \_\_\_\_\_ FOR VALENTINE'S DAY YET? (GIVE THEM TIME TO ANSWER, PROBABLY "NO"). I THINK THAT I CAN HELP YOU OUT BECAUSE I HAVE A WONDERFUL GIFT SERVICE AND IT JUST SO HAPPENS THAT I HAVE A GOOD IDEA OF WHAT SHE WANTS. ALL OF MY PRODUCTS ARE 100% GUARANTEED SO THAT IF WE MISS THE BOAT SHE CAN RETURN IT TO ME AND GET SOMETHING ELSE. I WILL WRAP IT AND DELIVER IT TO YOU, OR TO HER, AND ALL YOU HAVE TO DO IS PAY THE BILL AND WAIT FOR THE THANK YOU. HOW DOES THAT SOUND?"*

(FROM THIS POINT YOU CAN SUGGEST OUR PERFUME SETS, BODY CARE, PRIVATE SPA COLLECTION, GIFT CERTIFICATE, ETC)

ONE OF THE GIFT IDEAS THAT I HAVE BEEN PROMOTING THAT HAS BEEN A HUGE SELLER FOR ME IS THE "ROMANCE IN A BAG" SET. IT'S THE NEW SATIN HANDS AND BODY CARE (BUFFING CREAM, CLEANSING GEL, HYDRATING LOTION) WITH A NETTED SPONGE AND A CANDLE. YOU CAN PUT IT IN A GIFT BAG OR MAKE IT LOOK NICE IN THE LARGE VINYL BAGS FROM SEC. 2. THE MEN ABSOLUTELY LOVE IT AND I KNOW THAT THEIR WIVES WILL TOO. IT GIVES THEM A CHANCE TO PAMPER EACH OTHER (SMILE)!