

## NEED SOME REFERRALS??? IT'S ALL IN YOUR APPROACH....A FEW IDEAS....

- Invite a good customer to pass a "LOOK BOOK" & collect orders in exchange for FREE PRODUCT! You will need to follow-up on all products purchased to honor our 100% Satisfaction Guarantee making sure the new customer loves her purchase! And, of course, offer to treat her with a complete facial/makeover!
- At every appointment, explain that you have a "Beauty of Friendship Program—Are there special women in your life that you really appreciate but don't always tell them? Well this is your opportunity—I have some note cards & I invite you to write a quick note of gratitude to those people in your life which I will deliver to her along with a special wrapped gift and a free pampering makeover compliments of YOU!"
- Offer a customer or those at your appointments the contents of the Compact FREE! Here's how it works...they will receive one item that fits in the compact FREE for every friend they refer & call ahead to let her know that you will be calling to pamper her with a FREE MAKEOVER & SPECIAL GIFT compliments of her & whom you are able to get with for that makeover/facial! Let her know you will be calling her to get her color choice of an eye color, blush or lipstick as soon as you have pampered her friend! As an extra incentive, you could offer her the compact free when she completely fills it up.
- Have a fun contest at your appointments and offer a prize for the person who can give you the most names & phone numbers of those she knows who deserve to be pampered. Have a phone book handy so they can look up numbers! Play the deserted island game. *"Ok ladies, we are going to play a fun game and someone is going to win a free product right now. Pretend you are the only person on a on a deserted island All of the sudden a ship pulls up and off jumps \_\_\_\_\_(famous movie star, fantasy guy) and now you are about to run into him face to face. If you could only choose one glamour item to put your best face forward, which **one glamour item** out of all glamour items could you not be without. Just write that down on your profile card."* Have them share what that item is and it must be a glamour item cannot be skin care. *"I have some good news for you, whatever you just wrote down, you are going to get a chance to win right now absolutely free, are you ready? By the time we are finished, you are just going to love this pampering session. I know that when we love things, we want to share them with our friends and family; so we are going to play the referral game because I build my business on referrals. So every person you write down with her phone number will be treated to a pampering session by me just like you are having today compliments of you! You are putting her name out there saying you want her to have some pampering too. The person who writes down the most names on her referral list is going to win her glamour item."* Or you could say that *"Everyone who writes down at least 25 names with phone numbers because I have to be able to reach them, will win her glamour item."*