

VALENTINE BEAUTY OF FRIENDSHIP

1. Make a list of your top customers (can do top 3, top 5, or top 10).
2. Call them and share with them that you want to do something special this Valentine's Month and because you consider them tops among your Preferred Customers and would like to offer this opportunity to them.
3. Explain that she would think of 3 special people in her life that she would like to celebrate, encourage or someone who just deserves to be pampered.
4. You would ask her to write a special Valentine Card/Note to this person (you can provide the card or she can) and you will add in a \$10 Gift Certificate and a complimentary hour of pampering.
5. She could elect to gather these 3 people together and let them open up their cards at one time and do a girlfriends makeover together **OR**
6. You will call each recipient and let them know that you have a special hour of pampering and a \$10 Gift Certificate along with a note from a special friend to deliver to her and you are calling to schedule a convenient hour for her and that you just can't wait to deliver her surprise!