



Calling Husbands & Boyfriends at Christmas

"Hi! _____, This is _____ with Mary Kay.

- Sue is one of my special customers, and I am calling today because I wanted to present some gift ideas to you for Christmas.
- Sue loves Mary Kay and because I know what she uses I thought I could save you some time and money this season by putting together some of her favorites in a pretty basket.
- Our most popular basket is our wonderful "12 Days of Christmas" gift set she'll adore!
- She'll receive a gift a day from the 14th of December right up until Christmas Day, isn't that unique?
- Now _____, I can also create a beautiful gift set at a flexible price range. They start at just \$100. Our prettier packages are a little more, but are really gorgeous!
- Your 12 Days of Christmas starts at \$150.
- I have individual gifts from \$25- \$50; however, they don't come in a pretty basket.
- What would work best for you?"

If he already has a gift idea for her this year, suggest a pillow gift. Example:

He says that he is treating her to a trip in January for her Christmas gift, compliment him! Say what a great husband/boyfriend he is!

Then suggest: "How about a gift for her pillow on Christmas Eve? She'll think you are the most romantic guy in the world!"

When Finished:

1. Work out Payment options and Delivery time
2. Give him all your contact information (name, cell, email address)
3. Thank him and reaffirm how much _____ is going to love the gift!