

How To's and Scripts for Restaurant Customer Appreciations

When I Set Up the Appointment...

Hi, I'm _____, with Mary Kay Cosmetics. I do Customer Appreciations at businesses in this area to honor your customers. I give the ladies a rose to thank them for eating here or I have 2 gift cards from your business and a \$30-\$40 gift basket for them to register to win.

When the Customer Comes Into the Restaurant...

Hi, we are doing a customer appreciation to thank you for eating at _____. We are also giving away this gift basket and or 2 gift cards from the restaurant. Jot your name and number down to enter to win.

When Calling Entries to Book Their Pampering Sessions...

Hi _____. This is _____, I met you at _____, and you registered for our Customer Appreciation drawing. How are you tonight?

I wanted to let you know that you won a free pampering session which includes a hand and lip softening treatment, skin care using our new skin care set and charcoal mask that washes off with warm water, no pain whatsoever, and color cosmetics if you want to try them. Just for giving me your opinion of our products, you will get a \$20 gift from me. How does that sound?

What I Give Away...

I give away one \$30-\$40 gift basket (i.e. Body Care products, Satin Hands, etc.) and a pampering session, and everyone else gets a \$20 gift from me and a pampering session. If I choose to use the restaurant gift cards instead of the roses, I also give away a \$30-\$40 gift basket.

How to Order Wooden Roses...

Order small closed bud roses, 800 in assortment in various colors.

Website address is : www.woodroseusa.com.