

## The FABULOUS GAME for Parties or Facials

FIRST...you want to have them try the Satin Hands Hand Cream and the Energizing Foot and Leg Treatment, AND, you want to ROMANCE them!!! You could go to Mary Kay InTouch, and under Product Central, you can look up both. Then, either print out the Product sheet on both, or write out on index cards, what the benefits of them are.

OK....here is the script, TOTALLY WORD FOR WORD from the recording

ALRIGHT (EVERYBODY), GETOUTYOUR CELL PHONE(S) AND WE'RE GOING TO PLAY A GAME REALLY QUICK AND WE'RE GOING TO SEE HOW MANY FABULOUS FRIENDS YOU CAN REFER TO MY MARY KAY BUSINESS TO HAVE A FABULOUS SKIN CARE TREATMENT JUST LIKE YOU TODAY! ONLY PUT DOWN YOUR MOST FABULOUS FRIENDS. NOW, YOU CAN SEE THAT THERE ARE 20 LINES THERE TO FILL OUT, SO, YOU HAVE TO GO THROUGH YOUR PHONE, GO THROUGH YOUR CONTACTS, AND, ONLY WRITE DOWN THE PEOPLE, WHO WHEN YOU SEE THEIR NAMES, YOU SAY, "OH..SHE'S FABULOUS!" NOW...HERE'S HOW FABULOUS I AM! IF YOU FILL OUT 20 OF THESE REFERRAL SPOTS, YOU ARE GOING TO GET ONE OF THOSE FABULOUS MARY KAY PRODUCTS FOR FREE TO TAKE HOME RIGHT NOW! ISN'T THAT AWESOME?

**WHICH ONE WOULD YOU PICK???** (let them answer)

OK- WELL, I'M GOING TO BE EVEN MORE FABULOUS! HERE'S WHAT I'LL DO...

IF YOU (ALL OF YOU) FILL OUT ALL 20 SLOTS, YOU (ALL) GET THEM BOTH AS MY GIFT TO YOU FOR REFERRING ME TO YOUR MOST FABULOUS FRIENDS!!!

(Thank you to the AWESOME Lisa Sarullo, for this idea....while they are filling out their sheet, I am doing foundation testing on them) This WORKS...I did it at my 1<sup>st</sup> party on Monday night)

ALSO, you want to wrap up 10 of EACH in a cello bag or cello, with a tulle bow at the top of each, and put them in a basket and put the basket on the table