



Super Summer Upsell

It's SUMMER! What's not to sell?

As your customers get ready for everything from simple to splashy, make sure they have everything they need to accompany those wonderful looks. Save your customers time by thinking ahead for them and addressing their needs with product suggestions like these. Remember customers love special attention and the convenience you bring them. It's a great way to increase your sales too!

1. Is she going on a summer trip? Then don't let her forget to pack some Sun protection products! Or what about including a fragrance, body lotion, shower gel, or sugar scrub from the new Forever Orchid collection? Or the Coconut Lime Limited Edition Collection. It's especially fun to pamper yourself even more than usual while you're away.
2. If she's visiting friends or family while vacationing, she may need a Thank You gift for the hostess, too. Suggest something such as a Mary Kay fragrance or Satin. Hands pampering set.
3. Summer is a popular time for showers, weddings, and debutante parties. Does she need a gift for the honoree Help your customer surprise someone special with a gift that shines, such as a Custom Compact filled with one of our Irresistible looks for the summer.
4. What about after the party She can combat dark circles with the Targeted Action Eye Revitalizer or relieve puffiness with Indulge Soothing Eye Gel
5. Belated graduation gifts will be sent all summer. Don't forget to promote Mary Kay items for the young and young at heart, Velocity Eau de Parfum or Velocity skin care products.
6. in handy. Not only does the powders create a great sun kissed glow on her cheeks, they can add a luminous glow to shoulders, back, and chest when she goes sleeveless or strapless.
7. It doesn't take long for the sun to dry out skin and lips. Be sure your customers with dry skin are stocked up on products that promote hydration like Extra Emollient Night Cream, Satin Lips Lip Balm, and Mary Kay Hydrating Lotion
8. A foolproof way to brighten up for the summer is with new Lip Colors such as our Beauty that Counts Compassion, Inspiration, and Confidence. Knowing that her purchase can help fight cancer and domestic violence is an added bonus.
9. Make sure she's sandal ready with plenty of Satin Hands and Body products. From exfoliators to moisturizers, her toes will be prepped for the sun. Suggest a relaxing foot treatment too, like Energizing Foot and Leg Treatment.
10. With all of these beautiful looks, remind her to keep her lips soft and conditioned with Satin Lips Lip Mask and Lip Balm. Offer her the set for even more savings! Also makes a great gift.
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