



12 Days of Christmas (any Holiday) or Man of the Year packages

This has been one of my successful programs during the holidays. You can call the husband/significant-other of your clients or a friend who is not yet a customer – ANYONE CAN BE MAN OF THE YEAR!

It's Rainin' Men during the holidays and there are guys out there everywhere looking for YOU to come to their rescue and make them look good this year!

My script: “Hey Jon, this is Shelley with Mary Kay; Jon I have something really cool to share with you, do you have a quick minute? Jon, you know Sue is one of my greatest customers (or Jon, I know how much you love Sue), and I have theeeee most fantastic idea to make you *Man of the Year* this holiday season...would you like to be Man of the Year?? I am on a mission to make guys look soooooo good this year.

Great! Well let me share a bit about my program, it's called the 12 Days of Christmas (insert your holiday here) and involves individually wrapped gifts that she can open, one for each day that we specify (don't explain everything now, you want to set up a time to show him in person...very important!). Jon, trust me – she would LOVE it and LOVE you. I do all the work and you take all the credit 😊.

Jon, it is so nice to see this in person and I would like to show you a few of the packages I have; can we meet for 15 mins at your work or on lunch this week? I can show you all of the great options and you can decide if it's something you'd like to do or not. And Jon, you were definitely one of the first I thought of – Sue will feel so special and you will certainly be Man of the Year. Promise! Can't wait to show you in person. When is good for you this week? Tues or Thurs? Lunch or afterwork? Set time.

Instructions when I drop off all of the individually wrapped gifts to the Man:
(if he is personalizing his own tags then he needs to write them out and attach them himself. cut out instructions and put with gifts)

OK Man of the Year...each package has a **tags attached** to indicate which day to give the gift. (Day 1, 2, 3...)

Each package has a **curling ribbon** attached – just in case he is doing his own PERSONALIZED gift tag.

I tell him, If you need help with words ... call me or just reach down in to your heart and tell her each day how much you love her 😊

Happy Holidays, your Mary Kay Consultant
Thank you so much for your business.