

## SCRIPT FOR Corporate Gift Sales

Hello, (Business Owner), my name is Lori Potter, a Mary Kay Independent Consultant. I am calling because I have a Corporate gift service and I would like to offer you some ideas for your Holiday gift needs to help you show appreciation to your support staff. May I have five minutes from your busy schedule to explain my services?

Depending on your needs, I have gifts for all of your employees, gals as well as the guys, in every price range, from under \$10 to \$60 or more. Here are a few of the most popular gift ideas for Holiday Gifts: (Prices include tax, gift wrapping and delivery.)

**Coffee with Cream: (For Gals)** You'll present her Mary Kay Hand Cream nestled in a designer coffee mug filled with individually wrapped chocolates, gourmet coffee or cocoa, all wrapped in festive gift bag. **(For Guys)** He'll receive Shave Cream in place of the Hand Cream. Total cost including tax, gift-wrapping and delivery is only \$15

**Office Survival Kits (for gals):** Packaged in a Designer Tote Bag, these Office Survival kits will help your staff feel pampered even while at work. Included are chocolates & gourmet candies, and an assortment of Mary Kay hand cream and lotions. Choose from the small set for \$20, medium \$30 or large \$40.

**Winter Survival Kits (for guys):** Similar to the Office Survival kits, these gifts have guy-inspired items such as Lip Balm, after-shave balm and Body & Hair Shampoo. Sets are priced \$20, 30 or 40.

If you prefer, Mary Kay Gift Certificates are also available in the amount of your choice.

I am offering businesses the choice of paying in full with their order or you may pay half of the total cost now with the balance due upon delivery. I will deliver the gifts to your business on a date you choose. Name, how can I be of service to you?

(If they don't give gifts for the holidays, I then ask "Do you recognize your employees birthdays or their employment anniversary with your company?" or ask if I can call back in the spring to offer Secretaries Day ideas.)

### **Other ideas:**

You may want to consider the **Satin Hands Pampering Set**: These four items come packaged in a zippered travel tote and it's everything she needs for soft, satiny hands! The Satin Hands Pampering Set is \$35

### **\$10 Price Range**

**Snug and Silky:** Mary Kay Hand Cream and candies are tucked inside a pair of stretch gloves, \$10.

### **Office Survival Kits** suggested sets:

Small: Hand Cream & Foot Treatment, candies, candle

Medium: Satin Lips , Foot Treatment, candies, candle

Large: Satin Hands Pampering Set, Foot Treatment, candies, candle

### **Winter Survival Kits**

Small: Lip Balm & Lip Mask, candy

Medium: Lip Balm & After Shave Balm, candy

Large: After-Shave Balm, Body & Hair Shampoo, candy