

# MARY KAY SCAVENGER HUNT

**CATEGORY:** Woman with ...

**NAME**

**PHONE #s**

... a baby stroller		
... a baby		
... red shoes		
... pretty earrings		
... black top or skirt		
... auburn hair		
... dept store bag		
... a grocery cart		
... great clerking skills		
... a smile		
... a suit on		
... jeans on		
... a teen		
... pretty fingernails		
... high heels		
... glasses		
... flat shoes		
... a uniform on		
... a dress on		
... a dog		
... a friend		
... a career		
... pretty jewelry		
... a grandchild		
... a cell phone		
... great waitress skills		
... pretty skin tone		
... yellow top		
... letters/packages		
... blonde hair		
... blue eyes		
... a scarf or hat		
... short hair		
... long hair		
... tennis shoes		
... curly hair		
... blue top		
... a book or magazine		

## Do you want to grow your business?

Perhaps you want **new names and numbers**?!

Using this Scavenger Hunt, set a goal to make this a **ONE-A-DAY challenge: get 1 new category completed, each day, for a month.**

Take the list with you, everywhere you go, and complete it during your daily errands or at your job. Ask your co-workers and friends to introduce you to women who fit these categories. They will LOVE helping you! The idea is to help you talk with women you see everyday, but may not be "seeing" them as potential customers (or recruits) or to help you Warm Chatter with a focus so you don't feel overwhelmed when you see a lot of women and aren't sure whom to approach!

**GOOD LUCK!! ONE-A-DAY for a month will liven up your business. Do it faster - fill in all categories in just 3 days - for a Powerful Jumpstart!**

After you meet her, what do you do? Book her on the spot or call, within 24 hours, and book her for a complimentary facial.

### SCRIPT FOR SCAVENGER HUNT:

"Hi, do you mind if I ask you a quick question? My name is \_\_\_\_\_ and I am in a Scavenger Hunt contest with my Mary Kay Unit! I have to find all of the categories on this list and you have \_\_\_\_\_. Is there any reason why you couldn't help me with this?"

She responds positively and begins to fill in her name. You proceed, "Thank you so much, I'm a consultant. How familiar are you with Mary Kay?" (This open-ended line question will lead to info to help you know how to proceed)

"Have you had a chance to try the new Mary Kay TimeWise skin care system or Microdermabrasion Set? I would love to treat you to this as a thank you for helping me out." Exchange names and #'s! Book her with your appointment book right then. Encourage her to invite friends for an opportunity to have girlfriend time and earn free product! "I can treat 4 women just as easily as one. Is there any reason why you couldn't have a few friends over? You can get free product as a hostess."

You can do this! Surprise yourself!!

### HELPFUL ORGANIZATIONAL TIP

Often, after you start a conversation with someone new, she will share important info with you. For example she might tell you she needs a consultant. In addition, you might want to make notes to help you remember her when you follow up. This Scavenger Hunt list only allows for a name and 2 phone #'s. Where do you put that extra, helpful info?

You can purchase a set of 50 spiral-bound, perforated 3 by 5 cards. Carry these with you while you are working. Complete 1 card for each person you meet. Jot down the date you met her, her name, address, phone numbers, identifying info, and her appointment date and time or the date you agreed to call her. If she gives you her business card, staple it into the book.

Your goal is to fill up the "booklet" with 50 names and numbers and then empty it. How do you empty it? Each time you complete your follow up with someone in the book, tear her card out. If she isn't interested, throw the card away. If she schedules an appointment move her info to Boulevard, Intouch MyCustomers, or a profile card. If you haven't contacted her or she asks you to call back at a later date, leave the card in the booklet and add more notes to her page.

You can carry the booklet with you, everywhere you go, and make calls as you have time!

Have fun being organized!