

The Beauty Of Friendship

Sharing the Mary Kay Gift of Pampering

This is one of my favorite booking ideas. It's generous on your part, it's so sweet from the friend's part and the receiver is always thrilled and delighted. At every party I encourage each guest to think of one special friend that they would like me to present a pampering gift to on their behalf. I tell them it's totally complimentary and it's my way to share the beauty of friendship! I usually give a Preferred Customer Program gift wrapped beautifully, a one hour pampering session which includes skin care and color, plus the special note from her friend.

This is what I say when I call...

Hi Jane, This is Vicki Auth with Mary Kay cosmetics. You don't know me, but we have a mutual friend, Susie Kerns, who was a guest at a recent Mary Kay party. She was encouraged to pick one special friend to honor with a gift, a pampering session, and a note she has handwritten to you! I can't wait to present all of this to you from your friend, Susie. When can we get together for your hour of pampering? _____ Fabulous!

Now, Jane, I want this really to be about you, but if you feel more comfortable sharing this with a friend, that would be fine, too. All I need is your address so I know where I am going and your email address and cell phone number, then I will text you my cell number. I'll send it right now.

I so look forward to meeting you!

Guests love giving their friends such a special treat and their friends are deeply touched by the gesture. Consultants who try the program witness many heartwarming moments, and they love keeping their date books full!

