

relationship BUILDING

Our clients become customers for life because they love the products, but they remain *our* client because of our *relationship*. Layering your clients will allow you to continue developing your relationship with them as well as continue to introduce the opportunity.

“When you go the extra mile it will never get crowded”

Stay Connected with your clients by going the extra mile:

- Send handwritten love notes/thank yous/words of encouragement
- Comment on their social media posts
- Include samples, candy and extra goodies with her reorders
- Spray note cards or business cards with MK fragrances
- Send her a text to let her know you are thinking about her
- Birthday/Anniversary Cards
- Send out your family Holiday cards

ON PRODUCT	HOSTESS	ENROLLED IN PCP	OPPORTUNITY PACKET

MARKETING CALL/VIDEO	GUEST EVENT	INTERVIEWED	MET YOUR DIRECTOR

notes: