



TO-DO IN NOVEMBER

TOP 10 LIST:

1. Collect a "WISH LIST" from everyone!
2. Hold or participate in a Holiday Open House or hold Holiday Coffees for your customers or decorate your trunk & take your Open House to them!
3. Make certain that you have sufficient inventory on your shelf to meet the needs of your customers, your new appointments and those extra gift service opportunities you'll be offering!
4. Offer your Gift Service! Many employers, women and particularly husbands would love to have you be their personal Shopper! Most don't think about their holiday gift needs until mid-December or after! Why not give them the opportunity to check that off their list in November knowing that you will handle all their shopping and wrapping!
5. Offer the 12 Days of Christmas. This is great for men for the woman in his life or women for the man in her life or for college students away from home or elderly family members in assisted living or for children to hide with clues each day for mom!
6. Make your own holiday shopping list of Mary Kay gifts! What a great opportunity to do all your own holiday shopping for half price! Consider everyone you'll need gifts for— family, friends, neighbors, teachers, hair dresser, manicurist, children's friends, just in case gifts, etc.
7. Fragrance is a top selling item at Christmas. Introduce Fragrance by collecting Fragrance Surveys. Just number a sheet of paper from 1-20. Put across the top of the page: Name, Phone Number and Favorite Fragrance Choice. Invite customers to receive a fragrance of their choice at half-price by collecting options of 20 women to choose their favorite fragrance. Give her sample vials of each Fragrance. Now you have 20 women to follow-up with for Fragrance Sales and Makeovers!
8. Carry a basket of Stocking Stuffers! Everyone is always looking for them!
9. Say to those women you would like to work with: I don't know about you but where I live, it almost breaks the bank just to go to the grocery store. It can take two incomes and then some just to make ends meet. The cost of living has risen tremendously but our income may remain the same. I believe everyone needs a backup plan: A way to make extra money for the little surprises that comes our way. 98% of those who lost their jobs did not have a back-up plan. In Mary Kay Cosmetics, we are able to help other people look and feel better about themselves while also providing for our families. I would love to invite you to receive one item at half-price by just listening in on a 30-40 minute webinar to learn about our business either for yourself or someone you may know.
10. Take time to count your many blessings! You are certainly on my list!

