

# Office of the Week

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Do this once a week, You will never run out of names if you work **Full Circle** from these new customers.

Select an office that you do business with or that has impressed you with their customer service, etc. Call and use this script or adjust the script for booking in person. Smile while your talking and remember – it's all about making them fell good! They DO deserve the recognition!

“Hi. Do you have a quick minute? My name is \_\_\_\_\_ and I was \_\_\_\_\_ (in your office the other day, driving by yesterday, etc.) Guess what? I'm so excited to share with you that your office has been selected as the Office of the Week! I'm so happy because you all deserve it! Mary Kay Inc is celebrating our 42<sup>nd</sup> Anniversary and as a tribute to that we are *honoring women that work* all over Central Pennsylvania (or wherever) each week at a different office! We know how hard they work and this is our opportunity to say thank you. I'll be bringing in goodie bags to your office for all the women and will give them a chance to win a Mary Kay Shopping Spree on the Internet.”

“How many women are in your office? Will they be there tomorrow? Great. I wouldn't want to not have enough for everyone!”

“Again my name is \_\_\_\_\_ and you can count on me to be there on \_\_\_\_\_! See you then and congratulations again!”

- Offer everyone a chance to win a shopping spree on your personal website.
- Invite everyone to enter without using a yes/no question. I.e. “here's your entry form...don't forget to enter...jot down your name and number for a chance to win...”
- Call 1 Grand Prize Winner and at least 4 runner-ups
- Use the Million Dollar Booking script for all the calls
- Goodie bags must look cute! But don't waste time.....cello bags pr snack size Ziploc bags with candy, a sample and your business card tied with a cute pink bow. Maybe put a sticker on the outside...
- Entry forms must look professional!
- Don't think about doing this unless you look professional (if not more!) than the place of business that you are going. Suit, hose, close-toed heels, Mary Kay face and a smile!