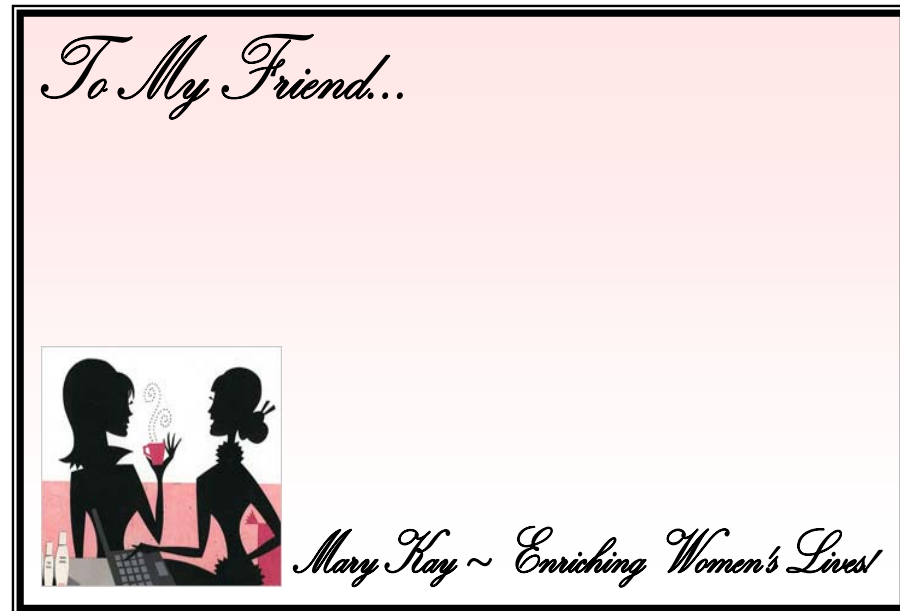


# Mary Kay ~ Enriching Women's Lives!



Original Idea By: Mary Ann Wright  
Re-formatted By: Future ESD Sarah Bjorgaard

This program is one of the **BEST** ways that I know to get good, **solid referrals** at your Skin Care Classes, Facials, On-The-Go appointments, Open Houses Etc! **Everyone loves the idea of being appreciated by a friend!** Friends love to enrich our lives in many ways! Why not show them how?!!

Put four of these postcards on one sheet of paper and take to your printer to copy on to 24 lb. cardstock. Simply cut in four and bring one for each of your guests at your appointments!

## WORDS FOR YOUR APPOINTMENTS:

"Wouldn't you agree that women value friendship as one of the treasures in their lives? I know that I do! And in today's hectic world it's getting harder and harder to squeeze in time to do the little things, the thoughtful things, that let our friends know how much we appreciate them. Because our company is all about Enriching the Lives of Women around the world—I'd like to tell you about a program that I'm participating in! I'm going to give each of you a note card on which you can write a few lines to a special friend who lives in your area. I will present your friend with your special note, a complete facial and glamour makeover, and this gorgeous gift, and a \$10 Gift Certificate absolutely free with your compliments! What a great way to let her know how much she means to you! Let's take a minute now to fill out your note cards! Be sure to write her full name, city that she lives in, and her phone number on the back of the card so that I can deliver the gift in person!"

## HOW TO BOOK THE FRIEND THAT WAS GIFTED!

"Hello \_\_\_\_\_ this is \_\_\_\_\_ with Mary Kay. We haven't met yet, but I've met one of your dearest friends, \_\_\_\_\_. She has a special gift for you and I have the honor of delivering it to you on her behalf! The first part is a complete Facial and Glamour Makeover with a \$10 Gift Certificate. The second part....well, I'm going to wait until I see you so I can watch your face as you open \_\_\_\_\_'s gift and read her note! I know you're pretty busy, so am I...so when could we get together?"