

OFFICE OF THE WEEK

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Executive Senior Sales Director Virginia Rowell
The Dynamic Duo

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. You are the PRIZE PATROL! You select the office! Smile while you are talking and remember-it's all about making them feel good! They DO deserve some recognition!

The success in this lies solely in your attitude. Get positive; choose to be positive, it's YOUR decision!

1. SOUND BREEZY and EXCITED

then pick up the phone and go!

"Hi-One quick question-how many women work in your office? Five (*or more....*)? Oh my gosh-that's perfect! Guess what-**you all have been selected as Office of the Week!** I'm with Mary Kay and every week we choose a different office to drop off goodie bags for all the women that are working! We thank them for their hard work and give them a chance to win a shopping spree. **This week you're it!** Isn't that fun?"

"Will everyone be there tomorrow? What time will they all be around? 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 (make your own entry form)

- 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 # for a chance to win...”
 - **Call 1 Grand Prize Winner and at least 4 runner-ups...use your imagination!**
 - Use the Million Dollar Booking Script for ALL the calls found at www.unitnet.com/vrowell under Training/Booking
 - Goodie bags-must look cute! But don’t waste time...cello bags or snack size zip loc bags with candy and 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 as professional (if not more!) than the place of business that you are going. Read=black suit, hose, closed-toed heels, Mary Kay face and a smile!** The idea is to look *so slammin’* that everyone will say-whoa, did you see the Mary Kay lady??
 - **Have FUN!!!!**
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