

## Gift of Friendship Script

*"So, are ya'll having FUN?!?!? Do you feel pampered? Well, you know, the whole reason you're here receiving this wonderful gift of pampering is b/c your hostess thought you deserved some pampering and some "girl time"! I think she deserves a round of applause for sharing her pamper time with you!!! "(Clap for her!"*

*"Truly, the reason you're here is b/c \_\_\_\_\_ thought you might be overworked, overtired, overcommitted and underpampered and so she invited you over today so you could relax, have fun with the girls and get some FREE pampering!! And, you know, she gave you what we call in MK, THE GIFT OF FRIENDSHIP!!! And I'm gonna give you the same opportunity b/c I know you know women just like you ~ women who are overworked, overtired, overcommitted and underpampered and they need some "girl time" and some free pampering!! So, I'm gonna give you the opportunity to be a blessing to them and give them a FREE pampering session with me!!"*

(Pull out the Gift of Friendship sheet and show it!)

*" We're gonna do it in the form of a game - kinda like tic-tac-toe! Now I know ya'll aren't too sophisticated for games! :) Here's how it works: What you're gonna do is write in as many names and numbers of women you can think of who are overworked, overtired, overcommitted and underpampered and deserve some pampering OR who have skin. Either way, it works! :) When you get 3 in a row, you receive a FREE gift today BUT, when you fill up the whole sheet, you get an even better gift and it is TO-DIE-FOR!! You'll love it!!"*

(Hand out the sheets so that everyone has one)

*"Ok, so now, write your name at the top and then you've got 2 minutes to write in the names and numbers of women you can think of who deserve some pampering time for FREE!! You can't list anybody who is already at the table and they also need to be 18!Get ready, get set, GO!! "*

(This break gives you an opportunity to help the hostess with her colors. If you've already done that, then find something to do so that you're not looking over their shoulders!)

*"After I give them the sheet, and they're working on it, I will say:"*

*"Just so you know, I promise I won't harass your friends! B/c if I do, she's gonna get mad and she's gonna call you! And, then you're gonna get mad and you're gonna call me - and TRUST ME, I don't even want to have that conversation! I promise I'll treat your friends with the respect and honor I've treated you with today! :) Thank you for trusting me with your friends!"*

Once they've filled out the sheet, if it's all full, I give them a \$5 gift certificate that they can spend with me that day! If it's less than full, I give them a sample lotion or perfume!

THIS is the BEST WAY to build your business, by referral!! And, chances are that if she gives you a 1/2 or full sheet of names, she'll be a HOSTESS!! So, remember to book her for the second pampering session that nite! And, by doing your referrals this way, you'll always have enough names to work with! I typically get 30-50 names at every show!! YOU CAN DO IT!!!!