

## **“Gift of Pampering” Script**

Ring, ring, Hello \_\_\_\_\_ this is Bernice. I am so excited about a new program in Mary Kay honoring our preferred clients, and I thought about you immediately! You have been so special in my business and I wanted to give you and a friend each a “Gift of Pampering” and a gift certificate worth \$25.

So, \_\_\_\_\_ who do you think would enjoy a “Gift of Pampering” plus a \$25 gift certificate? \_\_\_\_\_.

Great! Let me have her number and I’ll call to let her know that you have just given her, her own “Gift of Pampering” and a \$25 gift certificate.