

Day Care-

Hi may I speak to your director? Hi! My name is _____ and I am working in conjunction with Mary Kay Cosmetics to honor working women in the _____ area.

I would like to honor your working moms by giving out goodie bags and gift certificates to appreciate them for all their hard work.

And I'm also offering a drawing for some free spa products just to add a little excitement and fun to their day. So, I'm calling to see if you would allow me to come in and do this for you?

Great!

I would like to come in during your peak drop off times. Usually the morning or afternoon works best.

How many students do you have?

How many employees do you have?

What to do:

- § Make goodie bags with gift certificate/candy/samples
- § Staple survey/drawing slips to the bag
- § Make spa package gift basket to give away
- § Get a glass (pretty) bowl for survey slips

When your there:

- § Set gift basket up with drawing bowl next to it
- § Have goodie bags in a cute basket/tote/container
- § If you stay there: As moms come in say:

"Hi would you like a goodie bag? We are honoring working moms today for all your hard work and dedication to your family and you get a goodie bag! Just fill out this survey and you will be entered into a drawing for this gift basket!"

- § Chat with them, make them feel special then say "Good Luck, I hope you win!"
- § Or you can leave the gift basket there and come back and pick it up later.

Get out your planner and Book away!!!