



MARY KAY SCAVENGER HUNT



CATEGORY

NAME

PHONE

CATEGORY	NAME	PHONE
Woman with a baby stroller		
Woman expecting a baby		
Woman who could model		
Woman wearing great earrings		
Woman wearing black clothing		
Woman wearing pink clothing		
Woman wearing purple		
Woman wearing yellow		
Woman wearing green		
Woman wearing blue dress		
Woman wearing a uniform		
Woman wearing a suit		
Woman wearing jeans		
Woman wearing tennis shoes		
Woman wearing red shoes		
Woman with long fingernails		
Woman wearing high heels		
Woman wearing sandals		
Woman wearing glasses		
Woman who is an assistant in an office		
Woman in a department store		
Woman in a grocery store		
Woman with a dog		
Woman in your office (or job)		
Woman with great looking skin		
Woman who's a waitress		
Woman dressed for the season		
Woman who works as a clerk		
Woman at the post office		
Woman with a child		
Woman with short hair		
Woman with long hair		
Woman with curly hair		
Woman with dark hair		
Woman with blonde hair		
Woman with red hair		
Woman with great smile		

Keep in mind that this is a fun game to help YOU expand your business by helping you meet new people. They are NOT going to knock on your door while you stay at home. CHOOSE to set your goal and give this a try! You will never know if it works if you do not give it a shot!!

Make this a ONE A DAY challenge!! **EACH NAME CAN ONLY BE ON ONE LINE!!**

Take the list with you for the whole month and complete it during your daily errands or business. The idea is to talk to women you see everyday, but may not be "seeing" them as potential customers (or recruits!)

GOOD LUCK!!

ONE A DAY EVERY DAY THIS MONTH!!

Terri's Script for Scavenger Hunt:

Hi! Excuse me, I know you are going to think I'm crazy and this is a little crazy but my Director has challenged me to meet people in my area. My name is _____. So, today I am doing a scavenger hunt and I am looking for (whatever you are looking for). Would you mind helping me out with this? *(make sure you have a pen ready to write her name and phone number)* If I were to give you a \$10 gift certificate would you be willing to sit down with me and have a facial and give me your opinion on my product. Thank you for helping me with this.

Follow UP!

Another Script:

SCRIPT FOR SCAVENGER HUNT!

"Hi, do you mind if I ask you a quick question? My name is _____ and I am in a contest with my Mary Kay Unit or I am in a Mary Kay Challenge! I have to find all of the categories on this list and you have..... Would you mind helping me out with this? "

When she says "yes"...you say..."Thank you so much...have you had a chance to try the new Mary Kay Timewise skin care system, OR Microdermabrasion, Spring colors, etc) I would love to treat you to this as a thank you for helping me out" **HAVE YOUR DATEBOOK WITH YOU WITH THE TIMES YOU ARE AVAILABLE MARKED AND SEE IF YOU HAVE A GOOD TIME FOR HER IF SHE SEEMS TO REALLY TAKE TO YOU!!** Otherwise, exchange names and #'s! You can do this!!

Also, give her a little thank you gift – a sample of a product, a Look Card, lotion sample, a goodie bag, etc. Surprise yourself and ASK!! If you don't ASK, the answer is NO!!

AND FOLLOW UP!!!