

...And How Do I? make money selling 12 days of christmas gifts?



1. Make a list of every married man or dating man that you know

2. Contact the men by phone or in-person...

"Hi Bill. This is Julie Potts" (Explain how you know his wife or who gave you his referral).

"Bill, I'm a Consultant with Mary Kay. How would you like to be the most romantic husband this Christmas? This is how it works. I will beautifully gift-wrap and put a tag on 11 personalized gifts saying, "on the first day of Christmas, my true love gave to me..." Our products are 100% guaranteed so she can exchange any items. I will give you the 12th tag for her Christmas Day gift. If I may make a recommendation, try jewelry or lingerie. All the gifts will be delivered to your office or at home, then every day beginning with Dec 14th you will give your wife a gift. Now, Bill, there are several advantages to this for you. First, the last two weeks before Christmas are always the most stressful and you will help keep your wife happy...which makes life happier for both of you. And secondly, I bet the mistletoe will be used a lot more this year. I would suggest giving her the gifts when you come home from work...after 2 days, she'll be at the door with slippers. All you have to do, Bill, is purchase the Christmas Day gift and let me know how much you'd like to spend...there are 11 gifts so how much do you want to average per gift...\$10 to \$30? You can pay by charge or check or half now and the rest upon delivery. So Mr. Romantic, which price range do you want for your wife? To beat the rush, I'd like to get all orders in by Nov 15th, so I will need at least a deposit (half)!"

3. If he feels that price range is too high than you could go as low as \$5 per gift.

4. Determine what will go in the gifts based on the woman and what is already in your inventory.

Ask a few questions about her...going on a trip (sunscreen), works out (aromatherapy-travel size items for gym bag), etc. I like to give leftover limited edition items. You can also take the order first and then order the products that are needed. Most 12-Day Sets sell at \$125 to \$200.

5. Have a deadline for the husband to order based on when you get the products back the fastest

like the last phone order day of the month in October and then do it again in November. Deliver the bags of gifts by the 11th of December.

6. Wrap each item completely different or completely the same.

Gold foil makes beautiful

wrapping with red and green bows or white and silver. However, it's easier to have each one differently wrapped based on what paper and gift bags you have available. Make it as simple for you as possible because you need to plan on selling 10 - 20 Twelve Days of Christmas Gift Sets!!! That's about \$1000 to \$2000 profit!!!!

THIS MAKES A GREAT GIFT IDEA FOR MOM'S TO GIVE THEIR TEENS TOO!!! OR THEIR MOTHERS!! OR BEST FRIENDS!!!!

Not sure what 12 days of Christmas gifts are?

an unique way to present Mary Kay gifts to your clients, here's how it works:

How to display the gifts:

- Can be stacked on top of each other like a tower
- Displayed on a wreath
- Gifts given individually

-If they do purchase the tower or wreath, they can choose to unwrap a gift at one time or take a gift each day

What gift giver does:

- Gives one gift for a predetermind time (i.e. 7 gifts = give for 7 total days).

Price range:

- \$150-\$250 is a great price range
- You can show a smaller condensed version to sell for about \$100 or less (for those with tight budgets)