

# Pillow Gift Script

Hi, \_\_\_\_\_, this \_\_\_\_\_ with Mary Kay, I am your wife's Mary Kay Consultant. Do you have a minute? Great! The reason I am calling is to let you know of some fabulous holiday ideas that Mary Kay has put together that I am sure \_\_\_\_\_ would absolutely love. Have you finished your holiday shopping yet?

**HUSBAND:** Matter of fact, I have.

*(If No, then I would go into the 12 days of Christmas.)*

**CONSULTANT:** Wow, that is great – you are really on top of things, I haven't even finished my shopping yet. Well, I must ask you even though you are done with your shopping, did you remember to purchase your pillow gift for \_\_\_\_\_?

**HUSBAND:** Well, I'm not really sure I know what that is?

**CONSULTANT:** Well, let me tell you. The Christmas pillow gift is a small, beautifully wrapped gift that a husband puts on his wife's pillow Christmas night – after all the other gifts have been opened, all the guests have left and the clean up has been finished. It's a great way show your wife how much she is appreciated. This special gift will most likely be the gift that is thought about most often after the holidays have passed because it adds such a special touch. And, I think the best way to present this gift it is to sneak upstairs and put it on her pillow while she's doing some of the cleaning so it is all ready for her as she heads on up to bed.

The gift comes beautifully wrapped by me and would include a nice gift tag that says "this is for you because I appreciate you and all that you do for us." Or, if there is something special you'd like to include we can customize the saying or I also have some other poems I can share with you after you decide what you'd like to purchase as the pillow gift.

The pillow gift would include a Mary Kay pampering session along with any product you'd like to choose. There are so many ideas but just to name a few, we could do body lotion, perfume, a pedicure set, satin hands set, body wash, makeup color collection, just to name a few. The pillow gifts can range anywhere from \$29 up to \$299. What price range would you like to go with tonight?

**HUSBAND:** \$59.

**CONSULTANT:** Great, I will assemble your pillow gift, wrapped and tagged and I can deliver it to you tomorrow at work, what time will work best for you?

**HUSBAND:** I take my break at 9, would that work?

**CONSULTANT:** That will work great. One last thing, we do accept cash, check or credit card. If you'd like to put that on your credit card this evening, then there will be no work interruptions for you as I drop off the gift tomorrow. Otherwise, you can pay me by check or cash when I arrive. I'm looking forward to meeting you and thanks so much for choosing the pillow gift for \_\_\_\_\_. I know that she is going to absolutely love it.