

Personalized Goodie Bag...for your Warm Chats, Facials and Parties

What is a Goodie Bag?

1. When pre-profiling for your upcoming facial or party...let them know that you will have a "Personalized Goodie Bag" waiting for them at the party.
2. **OR**, when you warm chat (conversational book) someone...the same day text her a photo of the Personalized Goodie Bag with her name on it! Tell her you will have it waiting for her when you get together.



What is in a Goodie Bag?

1. Your business card...one piece hard candy...MK samples
2. **IDEA:** I might suggest that you put in a copy of how to do a Smokey Eye (from an issue of The Look). The samples to do that look include Silver Satin, Brilliant Black and Crystalline mineral eye colors. Black eyeliner. (see the actual size Smokey Eye Instructions below. This can be cut and pasted to copy. Of course, you can put any samples in that you have on hand.
3. **IMPORTANT...**attach a second business card to the outside of the Goodie Bag and write her name on the back of the card. (see above).
4. What makes it "Personalized?" Even though there is the same thing in each bag, it is personalized with their name. This idea came straight from NSD Kristen Sharpe!

Next: take a photo of the Personalized Goodie Bag with their name showing and text it to them immediately. You can say, "Can't wait to get together! I will have your Personalized Goodie Bag ready for you."

At the Party (Facial): save the Personalized Goodie Bag until the one-on-one close. Why? You know how we women are... we will stay longer for something free. Especially, something with our name on it!

