

Tonight I'll be going over how I make/put out Facial Boxes. Here is everything I use to make my boxes plus scripts I use. I will go over everything during the meeting! (This might look like a lot but it doesn't take too much time and I find 80% of my customers this way!)

Boxes- I use colorful treat boxes, these are the best deal I could

find: https://www.amazon.com/gp/product/B085KY524S/ref=ppx_yo_dt_b_asin_title_o05_s00?ie=UTF8&psc=1

Pens- Buy cheap ones from any dollar store (people will steal them no matter what)

Ribbon- Buy cheap ribbon from any craft/dollar store

Decor- I like to add small fake flowers to my boxes, I buy them from wish.com but you can find them at craft/dollar stores. You can also decorate with ribbon, stickers, etc or just leave as is if you get the colorful boxes.

Print outs- Here is everything I print out for the boxes. When you click on the link it'll take you to canva where you will be able to edit the page. You can download the page by clicking on the drop down arrow in the upper right hand corner and press download. Once it is downloaded you can print.

-Front of box- I have a few options below to choose from. This is what people entering their name will see.

- https://www.canva.com/design/DAEBNU8uEYs/share/preview?token=h15NuYTTUL0USj_PRQ5AHg&role=EDITOR&utm_content=DAEBNU8uEYs&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton
- https://www.canva.com/design/DAEBNz3Hxqs/share/preview?token=DIuEXAFgCkAEFpcf0jQKAw&role=EDITOR&utm_content=DAEBNz3Hxqs&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton
- https://www.canva.com/design/DAEBNrf5vJc/share/preview?token=xCEMGe4USOuVByzWZdy85A&role=EDITOR&utm_content=DAEBNrf5vJc&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton
- https://www.canva.com/design/DAEB45n251Y/share/preview?token=CJqdnIMEAlhA6GV-7rvxZg&role=EDITOR&utm_content=DAEB45n251Y&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton
- https://www.canva.com/design/DAEB4wWWcNA/share/preview?token=-LkZnXcAGzz9qvn698aoYw&role=EDITOR&utm_content=DAEB4wWWcNA&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton
- https://www.canva.com/design/DAEB4_OfFiY/share/preview?token=UsGC-j_ZA95sAIazbfKqNw&role=EDITOR&utm_content=DAEB4_OfFiY&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton

-Back of Box- I put this on the back of box so that people working at the store are less likely to throw it away.

- https://www.canva.com/design/DAEBQEYkgSw/share/preview?token=_Br5UrcDkGtPqoAZ6Ewsvg&role=EDITOR&utm_content=DAEBQEYkgSw&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton

-Entry Forms- You can find tons of forms online but I made these ones

- https://www.canva.com/design/DAEBO7lfu3E/share/preview?token=L-b88ANKI4L5Gd4aEdjUgQ&role=EDITOR&utm_content=DAEBO7lfu3E&utm_campaign=designshare&utm_medium=link&utm_source=sharebutton

To put the boxes together you will need scissors (paper cutters are a great time saver for cutting out print outs), a hole punch, and tape/glue. You can laminate the front print out if you want but you will need a glue gun to attach it.

SCRIPTS

Putting up Facial Boxes

-Hi how are you? I was just wondering if I could leave this here for people to enter for a Facial?

If they ask what is it: I am with Mary Kay and we are doing (30/however many) complimentary facials for the month and just wanted to see if I could leave this here for people to enter for one.

(Don't make this super complicated, people usually don't care if you leave something)

Texting Leads

Hi NAME! You entered your name for a Mary Kay pampering package/facial at PLACE WHERE FACIAL BOX WAS. We have an in person or a mailed package option for you to choose from. Does text or call work better to give you the details?

(Obviously you can change this to whatever you are doing)

If they answer give them info and book them. (I have tons more scripts if you want to message me I can give them to you.)

Follow up if they don't answer

Hi NAME! I just wanted to make sure you received my message from yesterday/the other day. Let me know if you prefer text or call.

(I will usually call them after this attempt in case it is their home phone)

Last Follow up

Hi NAME! I haven't been able to connect with you about your pampering package/facial so I am assuming you are super busy right now and this is not a good time. I will go ahead and reach out in a month or so to see if it is a better time for you. If you'd like to reach out before then you can call or text this number!