Good Morning!! Here is the island referral game that I use at my parties with a tiny little spin :) IT WORKS!!!

Use the attached island sheet and make sure to have everyone write their name on it!

Next, have them close their eyes.. say "*yes, I know it's strange but just humor me, I'll close mine too! Ok imagine that you are stranded on a deserted island and you have been there FOREVER! Up over the horizon you can see a boat slowly coming towards you...as it gets closer and closer you realize it is the man of your dreams inside coming to rescue you!! You have just a few quick seconds to grab one color item that you must put on before he gets there..what will it be?? And I'm not talking skin care..he doesn't care if your face is clean (lol) but if you could only pick one glamour item that you MUST put on before he gets there, what would it be?! Ok Open your eyes!! I want you to write your glamour item in the cloud at the top of your paper. I'll give you 3 min to write down as many names and numbers as you can. Please feel free to use your cell phones to cheat..and these people can be family, friends, coworkers, etc anyone who might enjoy a pampering session, just like we did here this evening, and a $10 gift card!*" If they are curious, you can explain that you use these as a way to help build your business and sometimes I even read the short little text that I would be sending to their friends so they are comfortable! "*So the person with THE MOST names when I say time is up gets to take their glamour item home FREE TONIGHT!!*" Then "*ready, set, go!!*"

I let them go beyond 3 min if it's taking them awhile and then say "*Ok time's up*".

Determine who has the most names & announce the winner! "*Ok, now because I really want everyone to be a winner whoever continues and fill up their sheet to 20 will get their item for "HALF OFF!!"*"

This allows you to make the most of your referral sheet and it doesn't cost you a thing...most people WILL take the time to finish to get a half off item! If you can walk out of a party with 20 leads from 5 people, imagine what that would do for your business?!!

<u>Here is the text that I send to my referrals:</u>

Hi <u>Brittany</u>!! This is Jen w/Mary Kay..you don't know me but we have a mutual friend <u>Jody Preston</u>. I recently pampered her at a Mary Kay facial & she thought u might enjoy some pampering as well, so she's gifting you a $10 gift card & free facial in her name..Congrats!! Your facial can be shared w/friends if u choose :) Does wkday or wknd work better for you? Jen :)

<u>This is my follow up text if they don't respond to my first text within 3-4 days:</u>

Hi :) just checking back in to see if ur interested in redeeming ur pampering session & gift card..if u aren't - please reply 'No Thanks' so I can take your name off my contact list and gift it on to someone else :) thanks so much! Jen w/Mary Kay

This second text helps me weed through the people that aren't interested and just haven't bothered to text me back! You will might be surprised how many people contact you back after this text because they don't want you to give their gift to someone else!! Then <u>if I don't get a response either way after this I make a quick phone call and this is my script for that:</u>

Hi Brittany! This is Jennifer w/Mary Kay and I know you don't know me but we have a mutual friend Jody Preston and she has gifted you a MK gift card and free facial..I sent you a text recently and just wanted to make sure received it ok?! Do you remember receiving anything?! Ok well let me tell you what you she has gifted you..you receive a free facial where we use our skin care, do a microderm trmt and receive a fun color look Plus a $10 gift card!! I have a studio that we can get together at or I can come to you ..whatever works best for you! Does weekday or weekend work better for you?! (After you book her for date/time) *Now, your pampering session can be shared with friends if you choose..it's totally optional but it's really fun girl time! Do you have anyone you get want to share it with?!* (Give her your hostess credit)