



## **BOOKING BOX**

Once you get a class booked, then you need a Booking Box, which is any kind of pretty box with a lid. Put ribbons, roses and glitz on the lid, and inside you place;

- 1. An empty Custom Compact**
- 2. A \$15 Gift Certificate for product**
- 3. A fun piece of jewelry (get it on sale at a department store)**

When you arrive at the class and your hostess greets you with, "Can I help you bring anything in?" You say, "Yes, I want you to take this box and set it on the kitchen table and pick out a prize inside that you would like to win!" You then set up your table as she peeks inside the box. Other things you could put inside are:

- 1. Two movie passes**
- 2. A manicure certificate**
- 3. A \$5 McDonalds food coupon book for kids**

**Ask her then what she would like to win. Then say this: "Your job tonight is this: get two bookings dated and you win one prize choice, three bookings dated and you get two prize choices, get four bookings (one can be your re-book) and win all three prizes!"**

**Was there anyone that wanted to come but couldn't attend? Want to call them now and ask if they'd like their own facial and have two friends share it with them?**