



# Office of the Week

## **YOU'RE THE PRIZE PATROL!**

**DO THIS ONCE A WEEK AND YOU'LL NEVER RUN OUT OF NAMES! WORK THE NAMES FULL-CIRCLE AND YOUR BUSINESS WILL CONTINUE TO GROW!**

Select an office that you do business with or one that has impressed you with their customer service to get started (i.e. nail salon, hair dresser, doctor/dentist/vet, insurance agency, bank, etc.) or start with one person who recommends that you come to their office and give a gift to every employee. Then each person in that office, who wants to, can fill out a survey form & nominate another office for the Office of the Week. Then repeat over and over again, using the businesses that were nominated by the previous offices.

When you first call an office to announce that their office was nominated for "office of the week" by xx-person, ask to speak to the person who would be in charge of coordinating with you to hand out gifts to everyone. That becomes your contact person and then speak with her to see how many gifts you need to bring for men and for women.

Call using the attached script and make it your own or adjust for booking in person. You are the Prize Patrol! You Select the Office! Smile while you are talking!! Your call is all about making them feel good and recognizing their business for their outstanding services!! We are thanking them and giving back!!

Set up a time to arrive, and bring a Certificate (suitable for framing) that announces that they have been nominated for Office of the Week. Also bring a pretty little basket with sweet little individually wrapped gifts (like a swag bag or goodie bag) and survey cards.

If it's convenient, go around the office and meet everyone very, very quickly but kindly and give them their gift and survey card. Usually, if it's not convenient or everyone is not present, you can leave the basket with the contact person and ask her to give the gifts out, thank everyone and get the survey cards filled out within 24-48 hours, so you can return and pick up your basket and survey cards.

Call each survey name and tell her she's won a \$10 pampering Gift certificate of appreciation from their office's nominating person/office (free from you, of course), and you will upgrade it to a \$20 gift certificate if she would like to bring a guest with her to her pampering appt.

Use the 21 day booking challenge process -- Call-then-text a person 1x, then 3 days later a 2x, then 3 more days later a 3x... if you get no reply, then shift her name two months out and start the process again. You do not call a person one time and throw them away.

### **DON'T FORGET TO:**

- Make your list of all the places you go or do business with!! Designate a week for each business...OFFICE OF THE WEEK!!
- Offer everyone a chance to win a \$10 Pampering Gift(or an online Shopping Spree on your personal web site)! Make sure you bring the entry forms to do the drawing when you deliver the goodie bags!!
- Smile and be positive! The success in this lies solely in your attitude. So, choose to be positive!! =) It's YOUR Decision!
- Get started!! What are you waiting for!! Sound Breezy and Excited and pick up the Phone and GO! This is a great way to build relationships we already have and make new ones!!