

FABULOUS

Fall Rally 2016

WHO ARE YOU ADDING TO BOOK YOUR FABULOUS FALL?

1. Past Hostesses: We had such a great time at your last trunk show, we just have to do it again! You are going to LOVE this new collection. The minute I saw ____, I thought of you! Gather your girls together and you can earn this and more for free. I've got some perks for your friends, too (insert TSEOs)! I have the 15th or 20th – I'll call you tomorrow to set it up!
2. The Neighbor: You look like you've been really enjoying these summer months! I have our new collection Look Book all ready to drop off and you are going to love the versatility in these new pieces. We should talk about refreshing your accessories wardrobe! Let's get the girls together – maybe some muffins and mimosas once the kids are back in school? I have the 2nd or 7th – what's best for you? I'll call you tomorrow to set the date!
3. Spouse's Coworkers: It's always so fun to see you at our "spouse's events" and you have such great style! I thought it would be really fun to get your friends together for a group style session. We just launched our new collection and a few pieces made me think of you. What do you say? I have the 10th or 14th – I'll call you tomorrow to chat!
4. Children's Friends Parents: Can you believe another school year is beginning? This summer flew by! Looks like you had such a blast camping/at the beach/hanging by the pool! With all the activities kicking off, I thought it would be great to get the girls together for some style and refresh our wardrobes. We could do muffins and mimosas or style me happy hour – what sounds better to you? I have the 15th or 18th – I'll call you tomorrow to book!
5. High School/College Friends: I love seeing what you are up to all these years later and have to say, you have great style!! We just launched our new collection and I thought of you when I saw this _____. How would you like to earn it for free? Let's get your girlfriends together for a style session – there are fabulous rewards for everyone! I have the 15th or 17th – I'll call you tomorrow to chat more.
6. Family/Relatives: You have always been so supportive of my business – thank you, "Aunt Linda!" Now, it's time for me to spoil you and your friends with a fun style session. You are going to love our new collection – what do you think about this ____? I have the 10th or 13th open – what's best for you? I'll call you tomorrow to set it up!
7. Gym: That was a killer class! I couldn't help but notice your tote bag – it reminds me of what we just launched. How would you like to earn this for free? I would love to offer you and your friends a style session where you could see this and our new collection. What do you say? Would weekdays or weekends be better for you?
8. Coffee Shop: You are the best barista in town, and not to mention, you have great style! To return the great service, I would love to spoil you and your friends with a style session. You can earn hundreds in free jewels and accessories while shopping with the girls – what do you say? I have the 10th or 15th open next week – what's best for you?

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9. Dentist/Doc Office: You all always take the best care of me when I'm here and I would love to return the favor. I'm a personal stylist with Stella & Dot – we just launched our new collection and people are loving it! I could bring the jewels in during a lunch hour for your associates to shop – what do you say? I have the 10th or the 14th open this month.
10. Salons/Spas: I can't help but notice how hard your stylists work every time I'm here. I would love to spoil them with a style session and our new collection just launched. What if we set it up one evening after work for the girls to enjoy? I have the 24th or 26th open – what would be best?
11. Boutiques: This is the cutest store and I love shopping in here! I just know my friends and customers would go crazy in here, too. I would love to offer my collection to compliment what you have – would you be open to doing a shop-in-shop together? I'd be thrilled to invite my entire client list.
12. Community Events: It's always so fun to meet the other vendors at these events. Here's a Look Book of our latest collection to flip through if you have a slow time. We just launched our new collection, pop down and see me at my booth to check it out! If you see something you like, let me know. I love to help you get it for free by getting your friends together for a personal styling session. Are you out with your business more on weekdays or weekends?