

OPERATION COURAGE IS BEAUTIFUL

Every year, we create a MOVEMENT. By each of us doing our part and collecting donations of at least TEN skincare packages, we will be sending a deluge of blessings to those who deserve it most: Our US Service women of the Armed Forces of The United States of America.

Your "part" is at least TEN sets! Or \$350!

Call EVERYONE you know. Family, friends, customers, acquaintances, local business owners, members of local service, or other organizations. Get creative!

Here's What to Say

"Hi_____! It's _____! So, I was so moved last night at my meeting...that I just had to call you. I have THE most amazing opportunity to really make a difference for our United States servicewomen, and I just want to go ALL OUT to do ALL I can. I would LOVE to collect enough donations to provide 100 Skincare packages to our service women. Each set is \$35 and it includes a skincare set, lip balm, and pink clay mask. For \$45 there's a deluxe option that also includes two-in-one body wash and shave. I really want to make a difference here... what do you say? Would you please make a donation and help me be a meaningful part of this beautiful and very important movement?"

When they say yes, reply, "Thank you sooooo much! How many sets would you like to donate?.... Great!

And how would you like to handle it? Awesome! You Rock!!

Optional: Book Her for a Facial/Makeover

So,_____ as a thank you for being a part of this movement, you have to let me treat you to a free pampering session! You'll get to try all my new goodies, and I have a special thank-you gift I want to give you. What's better for you... (. get the date and time... proceed as a normal booking call, pre-profiling her and then telling her she can invite friends and get their names and numbers...)

FAQ's

- How can I accept donations?
 - Payment can be taken in the same ways you always take it.
- Are their donations tax deductible?
 - Yes! There is a letter that you can fill out and give to them.
- How do I send the products to Operation Courage is Beautiful?
 - It's best to collect all donations and directly ship the products from Mark Kay to OCIB. This way you only pay shipping once, it all arrives to OCIB in one box, and it's more time efficient for you!
- Can people make a flat donation of more or less than \$35?
 - Yes!
- What if they say they can't donate?
 - _____, I completely understand. Will you please send us prayers, good vibes, well wishes, and whatever good you want to send our way? (Once they say yes...) **(OPTIONAL)** You're the best, ___----___! And as a thank you for being a part of this movement, you have to let me treat you to a free pampering session! You'll get to try all my new goodies, and I have a special thank-you gift I want to give you. What's better for you... (. get the date and time... proceed as a normal booking call, pre-profiling her and then telling her she can invite friends and get their names and numbers...)
- Which organization are we sending our donations to?

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OCIB
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