# CONTAGIOUS HOLIDAY

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LAURA VIRILI

laura@lauravirili.com 609-540-8901







Dear Financial Professionals,

The holiday season is upon us, and with it comes a valuable opportunity to deepen your client relationships through the art of thoughtful gifting. As you know, gift giving isn't just a seasonal gesture; it's a strategic touchpoint in a well-rounded client retention plan. According to the Oechsli Institute, high-net-worth clients expect 23-28 meaningful touches per year, and the holidays are the perfect moment to leave a lasting impression!

Back by popular demand, I'm excited to share my Contagious Holiday Gifting Guide – carefully curated for financial advisors like you. As an industry veteran and a trusted resource in client acquisition and retention, I know what works. Each item in this guide has been personally selected and tested, based on gifts I've found to be truly useful and well-loved. These recommendations aren't just about checking a box; they're about making your clients feel valued and remembered.

Beyond gifts, my Contagious Events have helped financial professionals create engaging, high-touch experiences that captivate and convert. The spirit of these events is woven into every recommendation in this guide, ensuring your interactions are impactful and memorable.

This year's guide features categories to help you find the perfect gift for every type of client, including: The Hostess, The Jetsetter, Pet Lovers,

Gifts That Keep on Giving, and Sweet Treats! Let

these selections inspire meaningful gestures that make your clients feel appreciated. And keep an eye out for my upcoming blog, where I'll continue sharing creative ideas for keeping client interactions fresh throughout the year.

Wishing you a joyful and successful holiday season, filled with contagious generosity and warm client connections.

Happy Holidays,





# Gifts that keep on Giving

### The Karen Adams Classic Desk Calendar & Refill

The Karen Adams Classic Desk Calendar is a year-round delight, featuring twelve hand-finished, original designs that bring joy to any desk or counter. Displayed on a beautiful gold or silver easel, this elegant calendar makes the perfect gift. I personally love the gold easel, but hurry—it tends to sell out! Plus, you can purchase refills each year to keep the celebration going.

Calendar \$72:

https://karenadamsdesigns.com/collections/calendars/ products/2025-classic-calendar

Refill \$39:

https://karenadamsdesigns.com/collections/calendars/ products/2025-classic-calendar-refill





### Magazines.com

Since 1999, Magazines.com has been the trusted online source for magazine subscriptions. The #1 authorized online retailer for magazines provides the best deals and biggest discounts on your favorite magazines. From \$5

### Suggestions...

### For Her





### For Him

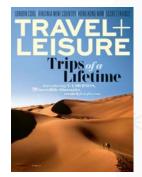












"One of the best and most creative gifts I got from my advisor was a magazine subscription from magazines.com He knows I like to travel, so he ordered Travel and Leisure for me. Every time that magazine appears in my mailbox, I think of him. There are dozens of magazines to select from and it's incredibly inexpensive. Knowing what clients are interested in shows how much we care and know about them. Remember, it's not what it costs, it's what it's worth." - Neil Wood, President and International Best Selling Author - The Best Practices of Successful Financial Advisors

## Sweet Treats

### Brazos Bottom Pecan Pie in a Wooden Box

A nine-inch pecan pie shipped in a pine gift box. But this is no ordinary pie. It is a Texas pecan pie, which means it is bigger and gooier and richer than any other "real deal" out there, chock-full of fresh Texas pecans harvested from the banks of the Brazos River then nestled into luscious layers of homemade Goodeness. Oprah loves it too! Oprah has always had a taste for best-sellers. This awardwinning pie, as featured in O Magazine, is as rich in taste as it is in tradition—and has been enjoyed the world over by pro athletes, movie stars, presidents and foreign dignitaries alike. (No, really. It makes for a killer corporate food gift. And folks still line up in droves every year for their holiday pecan pies.) \$60



https://shop.goodecompany.com/products/brazos-bottom-pecan-pie-in-a-wooden-box



### Carl the Snowman

Make your holidays unforgettable with Carl, the legendary drinking chocolate snowman from Kate Weiser Chocolate! Carl is made of a dark chocolate shell, and filled with hot cocoa and mini marshmallows. Melt him in a pot of milk of your choice, and enjoy the best cup of hot chocolate you've ever had. As featured in Oprah's Favorite Things 2018, this fun and delicious treat serves 6 cups. \$35 <a href="https://kateweiserchocolate.com/products/carl-the-snowman">https://kateweiserchocolate.com/products/carl-the-snowman</a>

### **Levain Bakery**

Levain Bakery began in 1995 when friends Pam Weekes and Connie McDonald opened a small bread shop on West 74th Street. What started with hand-baked breads turned legendary when they accidentally created their iconic chocolate chip walnut cookie, inspired by their triathlon training. The massive cookies quickly became a hit, turning Levain into a beloved New York destination. Now, over 25 years later, Levain has expanded coast-to-coast, sharing their famous treats and a passion for baking with cookie lovers everywhere. <a href="https://levainbakery.com/">https://levainbakery.com/</a>



All items listed are linked to associated online vendors. Prices & availability as of November 2024 and are subject to change.

LAURAVIRILL.COM

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# Sweet Treats

### **C&C Creations**

C&C Creations, founded in 1992, has grown from a small family venture into a thriving business known for high-quality gourmet treats. While originally focused on rich, creamy cocoa, the company expanded to include coffee, tea, and chai, and later introduced their decadent signature coffee cakes. These coffee cakes, available as single options or in popular stacked sets and gift baskets, are a standout offering perfect for holiday gifting. C&C Creations ensures exceptional quality by hand-selecting products at gourmet food fairs, making their treats a consistently delightful experience.

https://www.candccreations.com/





### My fave! Cinnamon Walnut Coffee Cake:

This delicious coffee cake started an industry. These cakes are unbelievably moist because they are baked in rack ovens using only the best ingredients. After adding farm fresh eggs, pure Bourbon Vanilla, and sour cream, they are hand poured and carefully double layered with whole walnuts and a cinnamon streusel. \$33 - \$39 https://www.candccreations.com/product/Small-Cinnamon-Walnut-Coffee-Cake/14

Pet Lovers

### Yeti Dog Bowl

The dent-resistant extra strong dog bowl made for holding up to eight cups of kibble or water for your furry best friend. Can be customized with the puppy's name! \$50

https://www.yeti.com/dogs/dog-bowls/21071503263.html





### **Custom Watercolor Pet Portrait Painting**

Delight the dog owner in your life with a custom watercolor portrait of their furry friend! Pet Portrait Galaxy on Etsy transforms a favorite photo into a hand-painted masterpiece, capturing the pup's unique essence and creating beautiful wall art they'll treasure forever. \$58 <a href="https://www.etsy.com/listing/830289522/pet-portrait-pet-portrait-custom-pet">https://www.etsy.com/listing/830289522/pet-portrait-pet-portrait-custom-pet</a>

### Mariposa Dob Bone Round Frame

Round frame, circled in dog bones, perfect for displaying a photo of your best friend! Packaged in signature Mariposa gift box, making it a great gift for the dog lover in your life. \$46

https://mariposa.com/collections/gifts-for-the-pet-lover/ products/1407





### **Striped Ceramic Dog Treat Jar**

The dent-resistant extra strong dog bowl made for holding up to eight cups of kibble or water for your furry best friend. Can be customized with the puppy's name! \$50 <a href="https://www.markandgraham.com/products/striped-ceramic-dog-treat-jar/">https://www.markandgraham.com/products/striped-ceramic-dog-treat-jar/</a>





### **Beaded Ceramic Pet Bowl**

Round frame, circled in dog bones, perfect for displaying a photo of your best friend! Packaged in signature Mariposa gift box, making it a great gift for the dog lover in your life. Small: \$19 / Large: \$25

https://www.markandgraham.com/products/striped-ceramic-pet-bowl/



Gift your client's pup some extra charm with this classic plaid bandana, available in red or blue! Made from soft cotton and featuring a timeless tartan design with an embroidered monogram, it's the perfect accessory to add a personalized, stylish touch to their dog's daily walks. \$19 https://www.markandgraham.com/products/plaid-dog-bandana/





### **Jack & Rose Travel Steamer**

Keep your clothes wrinkle-free no matter where you are with this compact travel steamer, perfect for refreshing your wardrobe on the go and ensuring you always look your best. \$80 https://www.amazon.com/dp/B0CF88RN17





### Portable Mini Humidifier

dp/B07Z64CSTJ/

This compact, travel-friendly portable humidifier is perfect for adding moisture to your skin wherever you are—be it your bedroom, office, or on the go. With two mist modes, it effectively combats dryness, leaving your skin hydrated and refreshed. \$18 https://www.amazon.com/Portable-Humidifier-Personal-Desktop-Shut-Off/



A versatile travel pillow featuring a 360° ergonomic design offers full neck support to help maintain proper spinal posture and prevent neck and back pain. The soft stretchy cover is removable and machine washable, while the adjustable hook-and-loop closure provides a comfortable, customized fit. This travel-friendly design also features a compressible memory-foam core that compresses to 60% of its size so it can easily be stored in its included travel pouch. \$69

https://www.nordstrom.com/s/ostrichpillow-go-memory-foamtravel-pillow/5199855







Stay powered up on the go and eliminate "battery stress" with this Anker MagGo 10,000mAh Power Bank, ensuring your devices are always charged so you can focus on your travels, not your battery life. \$75 <a href="https://www.anker.com/products/a1664-maggo-10000mah-power-bank">https://www.anker.com/products/a1664-maggo-10000mah-power-bank</a>







### **Apple AirTag**

Easily keep tabs on your luggage, golf clubs, or other valuables with the Apple AirTag. With a simple one-tap setup, it seamlessly connects to your iPhone or iPad, allowing you to track and locate your items through the Find My app with precision and peace of mind. \$24

https://www.amazon.com/Apple-MX532LL-A-AirTag/dp/B0CWXNS552



Stay protected and pampered with Touchland's Glow Mist, the world's first revitalizing hand sanitizer. Infused with Vitasource and Detoskin, it purifies and detoxifies while leaving your hands feeling refreshed and glowing—perfect for travel and everyday use. From \$10 https://www.amazon.com/Tile-Life360-Bluetooth-Tracker-Compatible/dp/B0D63657GY





### Women's Travel 4-pack, Organizing bags

This 4-pack comes in a very attractive cotton pouch and contains: 1 Wash me!, 1 Hairdryer,1 Lingerie, 1 Ballerina. All bags in natural cotton with black print. Black grosgrain ribbon. \$48

https://www.uncommongoods.com/product/womens-organizing-travel-4-pack





### Nodpod Gentle Pressure Silk Sleep Mask

Experience the ultimate in comfort and relaxation with nodpod's silk sleep mask, featuring a unique four-pod design that applies gentle, evenly distributed pressure for a soothing, hug-like feel. Perfect for any sleeping position, it offers 100% blackout and a strapfree fit for deep, restful sleep. \$62 <a href="https://www.amazon.com/dp/">https://www.amazon.com/dp/</a> B0BY39BBD3

### **Best Hand Sanitizer**

Stay protected and pampered with Touchland's Glow Mist, the world's first revitalizing hand sanitizer. Infused with Vitasource and Detoskin, it purifies and detoxifies while leaving your hands feeling refreshed and glowing—perfect for travel and everyday use. From \$10 <a href="https://touchland.com">https://touchland.com</a>





### Glow Recipe Watermelon Ultra-fine Mist

Add a refreshing burst of hydration to your skincare routine as well as all your travels! Simply shake to mix the bi-phase formula for a smoothing, illuminating spritz that leaves skin dewy and radiant, even on the longest flights! \$29

https://www.glowrecipe.com/products/glow-recipewatermelon-glow-ultra-fine-mist





### Luxury Rose Frankincense Make-Up Remover

Experience the ultimate in comfort and relaxation with nodpod's silk sleep mask, featuring a unique four-pod design that applies gentle, evenly distributed pressure for a soothing, hug-like feel. Perfect for any sleeping position, it offers 100% blackout and a strap-free fit for deep, restful sleep. \$38

https://functionalbotanicals.com/products/rose-frankincense-make-up-remover-sachets-bag-of-25

### Fillmore Vegan Leather Circle Luggage Tag

A thoughtful gift for those who love to travel, this is the perfect tag to make sure your luggage stands out amongst the crowd. Thoughtfully designed from soft vegan leather and a privacy flap to keep your personal details safe, simply buckle it securely onto your bags. This feel-good gift can be foil debossed or printed with a monogram for a personal touch. \$39

https://www.markandgraham.com/products/fillmorevegan-leather-circle-luggage-tag/





### **Striped Pouch**

Carry the Lia Striped Pouch as a clutch or use it to organize your daily essentials. This colorful pouch is handcrafted with a painted stripe in contrasting colors and features a zipper closure with an easy pull tab, a pebbled exterior texture and a foil debossed monogram.

https://www.markandgraham.com/products/monogrammedlia-striped-pouch





### Silver Metal Luggage Tag

Help your clients travel in style with this sleek silver luggage tag, featuring a durable vegan leather strap for secure attachment. Eye-catching and elegant, it's the perfect gift for clients who love to explore the world. Add a lasered monogram for a personalized touch, making it as unique as their adventures. \$29

https://www.markandgraham.com/products/silvermetal-luggage-tag Hostess: Light Up thieir Life

### Frasier Fir Flocked Poured Candle

Bring the cozy scent of a winter forest into any space with the Frasier Fir Flocked Candle. This best-selling candle combines a glittering snow-like design with the iconic Frasier Fir fragrance, capturing the elegance of a beautifully flocked tree. It's a seasonal staple that adds warmth and charm to any home. \$36 <a href="https://www.thymes.com/products/frasier-fir-flocked-6.5-oz-poured-candle/TH03505641507.html">https://www.thymes.com/products/frasier-fir-flocked-6.5-oz-poured-candle/TH03505641507.html</a>





### **Seda France Candles**

Seda France is known for its luxurious candles and distinctive, ready-to-gift packaging, making each piece a treat for the senses. From their signature Classic Toile Pagoda Box Candles, featuring fan-favorite scents like <u>Japanese Quince</u> (my fave!), to elegant additions like the <u>Lexington Gardens Collection</u>, Seda France offers a range of beautiful fragrances that elevate any space. With mentions in top publications and a history of rave reviews, these Texas-made candles are a perfect, no-fuss gift for any hostess, especially the <u>Holiday Classic Candle</u> (featured).

\$44 - \$66 https://sedafrance.com/

### **Niven Morgan**

Elevate your hand care routine with Niven Morgan's Mandarin Teak & Rosewood Hand Soap and Lotion. Infused with a luxurious blend of fresh mandarin, earthy teak, and warm rosewood, this duo cleanses, hydrates, and leaves your skin beautifully scented. Perfect for adding a touch of elegance to any sink, it transforms everyday moments into a spa-like experience. \$25

### **Mandarin Teak & Rosewood Hand Soap**

https://www.nivenmorgan.com/products/mandarin-teak-rosewood-hand-soap

Mandarin Teak & Rosewood Hand and Body Lotion https://www.nivenmorgan.com/products/mandarin-teak-rosewood-hand-and-body-lotion





# Hostess: Coffee Table Conture

### **Assouline**

Assouline is a renowned publisher celebrated for its exquisite coffee table books that blend art, culture, and luxury. Founded in 1994 by Prosper and Martine Assouline, the brand has carved a niche in the world of high-end publishing, offering beautifully crafted volumes that showcase topics ranging from fashion & design to travel. Each book is meticulously designed, often featuring stunning visuals and insightful narratives that appeal to collectors and enthusiasts alike. Assouline's products, now including candles inspired by the travel series, make perfect gifts, embodying sophistication and elegance, ideal for those who

https://www.assouline.com/



# Megan Fless

### **Megan Hess**

A celebrated fashion illustrator, Megan Hess has captivated the world with her elegant, signature style. Known for her New York Times bestselling illustrations for Sex and The City and collaborations with luxury brands like Dior, Fendi, and Cartier, Megan's work brings glamour to life on the page. Her books, including Fashion House, The Bag, The Dress, The Shoe, Christian Dior and Coco Chanel, (to name a few) beautifully capture the essence of iconic fashion and make a chic addition to any stylish home—perfect for gifting! <a href="https://www.amazon.com/stores/Megan-Hess/author/B0034PFKOM">https://www.amazon.com/stores/Megan-Hess/author/B0034PFKOM</a>

# Hostess: Sip, Slice & Don't Think Twice

### **Wood and Marble Beveled Cheese Board**

This instant conversation starter is crafted from the finest American maple and black walnut wood into the shape of a Spartan soldier. This is a BYOK - Bring Your Own Knives (as in, knives aren't included). \$45 - \$59

<a href="https://www.markandgraham.com/products/monogrammed-wood-and-marble-cheese-board-beveled/">https://www.markandgraham.com/products/monogrammed-wood-and-marble-cheese-board-beveled/</a>





### **Wood and Marble Wine Chiller**

Keep wine perfectly chilled in style with this elegant marble and acacia wood wine chiller. Handcrafted from polished marble and set into a natural wood base, it combines beauty and function. Add a personalized monogram for a stunning, thoughtful gift that's ideal for wine lovers and entertainers alike. \$69 <a href="https://www.markandgraham.com/products/wood-and-marble-wine-chiller/">https://www.markandgraham.com/products/wood-and-marble-wine-chiller/</a>

### Wine Enthusiast Crossbody Insulated Puffer Wine Bag

For the wine-loving hostess on the go, this chic Wine Enthusiast Crossbody Insulated Puffer Wine Bag is a must-have. Fully insulated with a durable PEVA lining, it keeps a 750 mL bottle cool for hours, while a zip-front pocket securely holds essentials like keys, cash, and phone. With a stylish high-shine puffer design and adjustable shoulder strap, it combines function and fashion for any outing. \$39 https://www.wineenthusiast.com/w/wine-enthusiast-crossbody-insulated-puffer-wine-bag-burgundy

