A piece of theatre

Being a Santa is a piece of theatre. So, having a playscript to hand will help the conversation to flow.

The key is to ask questions to allow a child to become immersed in the meeting and help your credibility in the role.

"Do you remember the names of my reindeer?" Dasher, Dancer, Prancer, Vixen, Comet, Cupid, Donner, Blitzen, and Rudolph.

"Where do I live?" I live at the North Pole, of course! Santa stays at the North Pole year-round.

"What colour parcel would you like?" This is where parents think "drat, I need to remember this".

"What colour ribbon should my elves wrap your present with?" "Drat again".

"Where should I leave your presents?" Good idea to have a few ideas where you have been expected to put them in the past.

Footnote. Father Christmas is often asked how he manages to deliver presents all around the world in one night. Best to explain that you work in Magic Time.