

Here is the script that NSD Jan Thetford uses, and says that in 22 years nobody has told her "no"!

"Hi ____ this is _____. Do you have a quick minute? **One of my jobs as your MK consultant** is to give you a seasonal update & January (September) is the best month to do that because the winter (summer) weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a "new year new you" (new season new you) makeover and I would love to spend some un-rushed time with you to update you and answer any questions you may have.

Which would be better for us to get together? Weekday, Evening, or Weekend? (And you only give choices that you have available or are willing to work. You are in control of your schedule!!) You know what?

We have some BRAND NEW and exciting products being released, and I will give you one for FREE ... and that's a \$____ product for free ... (or some other product of your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on _____(the date selected). Who do you think you will ask?

Note....it does not matter what month it is when you call.....make the script work according to the season. IE....you can substitute the following

One of my jobs as your Mary Kay consultant is to give you a seasonal update and June is the best month to do that because your skin may need some help with the change in weather and humidity. Besides....it's always good to have a great new natural look for your summer social life. I would love to spend some un-rushed time with you to update you and answer any questions you may have.