

Script to Book Appointments before you leave for Seminar!

Hi, ___, this is ___ with Mary Kay Cosmetics. Do you have a minute? Great! Our MK Seminar this (month/weekend, etc) in Dallas which is a big celebration party for us and I am so excited to be able to go!! I have big goals for our new seminar year and I need your help. The first 5 ladies that book a pampering session with me for the 2 weeks after I get back, will be the first ones "in the know" for all the new and exciting products for the new year!! PLUS you will receive \$100 in free product...which is the cost of the TW Miracle set or 1/2 of the TW Repair System!! All you have to do is hold your class on the originally scheduled date, have \$200 in sales, and have 3 or more friends join you for some fun, girlfriend time. Doesn't that sound fantastic?!? Okay, would you like to schedule that during the week or on the weekend? During the day or evening? Okay how about _____? Great! I've got you down for _____ at _____, and don't worry I'll be there rain, sleet or snow and I can't wait to share with you what I learned in Dallas!