

Challenge Booking Script

Hi, ___ this is ___, do you have a quick minute? Great! I'm so excited - I am working on a challenge tonight with my Director and I need to get _____ parties scheduled tonight!! And I really need your help. What I would love to do is pamper you and a few of your friends to a _____ (girls night out, good night party, glamour event, facial; makeover; etc) and as my thanks you'll receive _____ (special gift; \$25 free; free lipstick; the hostess credit you want to promote). This month we are offering a extra bonus when your class is held by September 21st you have a chance to win a Mary Kay gift basket valued at over \$300 AND chances at winning cash in our hostess contest. Does that sound good? (wait for answer) Great! Let me tell you the dates I have available - _____ at _____ OR _____ at _____. Which of those is better for you? Great! Thanks for helping me out! I promise it will be lots of fun!

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