

Text Scripts To Get Started!

1.

For Brand New Consultants:

Hi _____! I'm So Excited! I've just started my own Mary Kay business & I really need ur help! I need 2 practice & get women's opinion on r Award Winning TimeWise Skin Care Line. I wanted 2 give U a FREE GIFT if U will b a pract. Face 4 me. It's Fun, Free, & No Obligation! Can I borrow U 4 this? God Bless,

2.

When they reply...."Yes"

GREAT! Thank U so much! We can do this 1 of 2 ways. It can just b me & U, OR, u can invite some girlfriends 2 join u (free 4 them) & n doing so,...U will earn a 2 GIFTS instead of 1. Which do you prefer?

If they reply...."No"

No problem. Do u know of anyone who would b interested n a Free Facial that would b willing 2 help me out? In fact, if u can give me @ least 5 referrals 2 help me, I would Love 2 give u a GIFT 4 helping me n that way.

3.

When they reply...."Just me and you"

Sounds Great! I have Tues. Night, the _____ at 6:15 or Sat. morning, the _____ at 9:30. Which works best for you?

- For individual facials, always offer your Weekly Event or Glamour Shots as an option. That way you can book several individuals for that same time...making the best use of your time.

When they reply...."I would love to invite my friends"

Perfect! What works best 4 u, during the week or on the weekend?

- Always give them 2 options. For Ex: If they say on the weekend is best, you can then say,..."I have Sat the _____ at 10am or 2pm. Which do you prefer?"

The Only Booking Dialogue You'll Ever Need

"Hi __. This is __ calling! Do you have a quick second?" "I'm so excited about a decision I've made. I've decided to..."

1. build my own business with Mary Kay Cosmetics
2. raise money for the Mary Kay Ash Charitable foundation which supports research into the cancers that affect women
3. promote myself up to mid-management
4. blitz my business this week (month)
5. take my Director's challenge

"What I need to do is..."

1. get opinions from 15 women of my presentation and products over the next 2 weeks
2. Hold 20 classes this month so I can reach my goal of \$__ in donations
3. Give information about the Mary Kay business opportunity to the 5 sharpest women I know this week

"Is there any reason you could not..."

1. let me borrow your face and your opinion? I'll have a great gift for you.
2. Allow me to pamper you and some friends with a hand treatment, a skin care analysis and a color consultation? I'll have a great gift for you, plus you can get some free products.
3. Get together with me later in the week over a coke or coffee and let me share the information with you? I'll have a nice gift for you just for listening. It may be for you or it may not, but you have nothing to lose to listen.

When she says "yes", then immediately give her 2 choices of appointments. I have Tuesday night or Saturday morning available. Which works better for you?

Once you've scheduled a specific time, then add, "__, I also need the opinion of women I don't know. Is there any reason you couldn't include 2 or 3 women I don't know? In fact, there is a way for you to get free product by doing this!"

"Great, I will call you tomorrow at __ to get the names and numbers of your guests. I need to call them in person so that I can get advance information on their skin types and skin care needs."