

### **For Brand New Consultants:**

Hi \_\_\_\_\_! I'm So Excited! I just started my own Mary Kay business & I really need ur help! I need 2 practice & get women's opinion. 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? Christy =)

### **General Script:**

Hi \_\_\_\_\_! I'm n a contest w/Mary Kay 2 have 15 women, this week & next, complete a free skin care & makeover & get their feedback. I wanted 2 give U a FREE GIFT if U will try it 4 me. It's Fun, Free, & No Obligation! Can I borrow U 4 this? Christy =)

### **Referral Text Script:**

Hi \_\_\_\_\_, u don't know me but I met with \_\_\_\_\_ & I need a favor & she said u were really nice & might help me out. I'm in a contest w/ Mary Kay to do 60 FREE makeovers in 4 weeks & wanted to give u a FREE Gift if u will do one with me. It's Fun, Free, & No Obligation! Could I borrow ur face for this? Christy =)

### **Warm Chat**

Hi \_\_\_\_\_! U may not remember me, but I met U @ \_\_\_\_\_ & I need a favor & U were really nice & I thought U might help me out. I'm in a contest w/ Mary Kay to do 60 FREE makeovers in 4 weeks & wanted to give u a FREE Gift if u will do one with me. It's Fun, Free, & No Obligation! Could I borrow ur face for this? Christy =)

### **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) & in doing so,...U will earn 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.

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

Sounds Great! I have Mon. Night, the \_\_\_\_\_ at 7:15 or Sat. morning, the \_\_\_\_\_ at 9:45. Which works best for you?

- For individual facials, always offer your Weekly Event 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, I have Mon. Night, the \_\_\_\_\_ at 7:15 or Sat. morning, the \_\_\_\_\_ at 9:45. Which works best for you?

- 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?" Continue to give the options til you have the date set!

### **Getting the invite list...**

Great! So you try the right products for you, is your skin normal, dry, oily or combo? I'll need to ask ur friends the same, can you text me their names & #s too?