

Booking Script

Hi _____, this is _____(identify your connection with this person....school, church, a friend of so and so), Do you have a quick minute? GREAT! I just started my business as a beauty consultant with Mary Kay Cosmetics and the reason for my call is_____ (I need your help, opinion, practice for my 1st 30 day goal OR I am looking for face models for Monday night/ I am in a project to get the opinion of 30 people on our skincare...) and I thought of you because I ...admire you, know how you always like to look great, are reliable..... Is there any reason why you couldn't help me out? GREAT!

I am booking my appointments this week _____ or _____, which would work best with you? Great, morning or evening? 6:30 or 7? Great! And you know _____, if you want to share that appt with a couple friends, you can earn free product AND help me out even more with more faces! Can you think of someone who might like to join you?

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Recruiting Script

Hi _____, this is _____. I am so glad I caught you at home! Do you have just a quick minute?? GREAT!

I LOVE what I do and if you have known me for very long, you probably know that! One of the GREAT things is that we get to pick who we want to work with and _____ I would LOVE to work with YOU! I don't know if Mary Kay is something you have EVER thought about for yourself, but with your great -(sincere compliment), I just think you owe it to yourself to hear more about the company. I also know that you would never make any decision without having all the facts, right? Would you be open to just listening to what Mary Kay offers women today? Great!

We could do a (3 way call, fun, fast facts, sit down for coffee, etc) which would work best for you? Great! Let's go for the 3 way call-would daytime or evening work best for you-how about tonight? Great! I will call my Director as she presents the info and then I take notes as you listen and learn! It really helps me with my training _____, so just for listening and helping me out, I will give you a free _____ .

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