

BOOKING YOUR FANTASTIC "5"

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PRACTICE THESE SCRIPTS!

THE MORE YOU PRACTICE THEM MORE THEY WILL SOUND LIKE YOU!!

FANTASTIC "5" BEAUTY BOOK CLASSES:

"Hi ___ this is ___! How are you? Great! Do have a quick minute? I just had to call you, I am so excited! You are probably going to think I am crazy, but I just opened my very own business! I am completing my training as Professional Beauty Consultant with Mary Kay! I really could use your support – in order to complete my training and qualify for my very first award, I need a few sharp women who would be willing to volunteer their faces and maybe invite a couple of friends over to join them so that I can practice my Skin Care Procedure and glamour applications. You would receive a special thank you gift just for helping me out and the opportunity to earn all the free product you want in our Hostess program! Plus I'll help you...isn't that great? I really think you would be a great Hostess, and I would love to work with you! Could I count on you to help me out? Great! (Set time and date – same as above)

(From NSD Pamela Shaw) "I'll get back in touch with you to see who will join us so I can give each of them a quick call to find out a little bit about their skin so I'm sure to bring the right products and samples with me! Would it be better for me to call you back tomorrow or ___? Great! I know we'll have a great time! I appreciate you and can't wait to give you some freebies! Talk to you on ___!"

FANTASTIC "5" PRACTICE INTERVIEWS:

"Hi _____ this is _____! How are you? Great! Did I catch you at an O.K. time? I just had to call you, I am so excited! I know you know that I just started my very own business with Mary Kay, and the second phase of my training is to listen to my Director share our career information with 5 sharp women this month! By listening to her—It will help me learn the appropriate way to also share our career information! I wanted to ask you, because I really respect you and I value your opinion! _____, I know you would probably never be interested in "doing" Mary Kay, and that's ok! By listening you would just be helping me complete the second phase of my training! I'll buy you coffee and pie at your favorite restaurant...how does that sound? When is a good time to get together? (Set time and date within 48 hours!!!)