

BUSINESS DEBUT INVITATION FOLLOW UP SCRIPT

HOW TO CONFIRM YOUR GUESTS & WORK YOUR FOLLOW-UP FULL CIRCLE!

*Hi _____ this is ____ ! How are you? Great! Did I catch you at an O.K. time? Well I promise I'll only take a couple of minutes! Did you receive the invitation that I sent you in the mail? It's really going to be a great day ! The program will only last about an hour to an hour and a half, and I have to tell you I am really looking forward to having you meet ____ (Director or Recruiter)! It's kind of my formal introduction as a new professional Mary Kay Beauty Consultant. **Listen _____, it's by reservation only because we have a limited amount of space...can I count on you to attend?** (You say GREAT no matter what the response)*

If she says YES: *Confirm time date & directions!*

If she says NO:

Since you'll not be able to come this gives me the opportunity to let you know what I am working for and how I could use you help. Part of my training is to find ____ sharp women who would be willing to invite a couple of friends over and let me practice on their face. For helping me out in the next ____ I will not only be presenting you with a special thank you gift, but you will have the chance to earn all the free product you want and I am going to help you! Isn't that great? When would be a good time to get together...the beginning of the week or the end of the week?" (Set the time and date by continuing to give choices)

**PRACTICE THIS SCRIPT UNTIL YOU OWN IT! THE MORE
YOU SAY IT, THE MORE NATURAL IT WILL SOUND!**