

Hi, _____ this is _____ (with Mary Kay), do you have a minute? The reason I'm calling is that I am in a contest to put Mary Kay on 15 NEW faces.

*I made a list of women I know (or 'who I recently met') who I think would love to give me their opinion on the products and I immediately thought of YOU! Tell me, _____, is there any reason why you wouldn't let me schedule a MK facial with you and allow me to pamper you for one hour? (SILENCE)

**[Let her answer. Overcome her objections!!!]

I happen to have this _____ or _____ available. Which would be better for you?

BOOK HER!!!! Get a date & time!!!

By the way, it's just as easy for me to facial 3-5 as it is one, how about inviting some of your friends to join you? I will be there rain or shine and I appreciate that I can count on you, too! This will really make me look good to my director.

*Or, 'I made a list of customers who love the product who I thought might invite a couple of friends over so that I can reach this goal. Tell me, if I was to offer you _____ for having 2-3 of your friends over for an hour to try Mary Kay, is there any reason why we couldn't set a date right now?' (SILENCE) go back to **