

Script for Winter Makeover Portfolio. You can adapt for other seasons as well.

*Hey girl! I hope you are doing well! Hey I have another favor (it's harmless, I promise!) I'm working on a model portfolio of Mary Kay's new line for Christmas. The colors are amazing and I am looking for some models. I thought of you right away and wondered when you would have some time to get together? Won't take long... And I have a coupon for you to spend for your time. It's \$10 free with any \$20 or more purchase. We can even do it at my house if that works better for you. Trying to book all of my models today, so I'm doubling the coupon for the first 5 to reply. Can you let me know as soon as you get this?*

When they say YES, book them for their appointment FIRST!!! ALWAYS get them on your calendar!!!! Then try to turn it into a party with this script:

*Awesome... My goal is 30 models this month, so who do you know that you might want to bring as a model? I'll make you a deal... I'll give you a \$20 for \$10 coupon for every friend you bring. So, bring 5 plus you... \$120 products for \$60! They just need to be 18 or older and not already have an MK consultant. Who are some gals you could bring?*