

# Team-Building Scripts!

Designed by QT Office.



Team-Building promotions are a wonderful opportunity for someone if they're already considering starting a Mary Kay business. They're also a wonderful opportunity for you as they give you that something "extra" to talk about during your team-building appointments and when speaking with potential new team members. Why not try some of these suggested scripts during the Spring Forward promotion this April?

## During a skin care class opening:

*(When the guests are arriving and your hostess is sharing the Satin Hands® Pampering Set.)* So, who loves how soft their hands feel?! Isn't it wonderful? Well, keep in mind during today's class that if what I do looks like something you might be interested in doing too, this month is a great time to start. Why? Because you can receive a TimeWise® Day/Night Solution Set for FREE when you start your Mary Kay business by the end of the month. All you have to do is sign an Independent Beauty Consultant Agreement and submit it to the Company by April 30th and purchase a Starter Kit. And as an added bonus, you'll also get FREE shipping on the purchase of your Starter Kit. Doesn't that sound great?

## During a skin care class close:

Have you ever thought about doing what I do? I just watched you today. Wow! People love you. Is there any reason why I couldn't have ten minutes of your time right after the class? You know, I would love to share a little bit about the Mary Kay business opportunity. Plus, from now until April 30th, if you start your Mary Kay business you can receive a TimeWise® Day/Night Solution Set for FREE. And as an added bonus, you'll also get FREE shipping on the purchase of your Starter Kit. This is a one-time exclusive offer.

## For a phone appointment:

Hi Sally, this is Julie Carter, your Mary Kay Independent Beauty Consultant. I hope you're doing well! I was wondering, would you have 10 or 15 minutes sometime this week so that I can share a few facts about the Mary Kay business opportunity? I know you've always been curious about what I do and I thought this would be a great time to follow up because, as an added bonus, when you can start your Mary Kay business between now and April 30th, you can receive a TimeWise® Day/Night Solution Set for FREE. And as an added bonus, you'll also get FREE shipping on the purchase of your Starter Kit. This is a one-time exclusive offer – only available until the end of the month.

## At a team-building appointment:

*(Once you've presented the marketing plan.)* I completely understand that you'd like some time to think it through. Starting your own business is a big decision! Why don't you try this Mary Kay® Colour Card and I'll follow-up with you in a few days. Remember, you can receive a TimeWise® Day/Night Solution Set for FREE when you can start your Mary Kay business between now and April 30th. And as an added bonus, you'll also get FREE shipping on the purchase of your Starter Kit. This is a one-time exclusive offer.

