

Warm Chatting Script

“Excuse me... Do you mind if I interrupt you?”

This is going to sound crazy, but my name is _____ and I’m a beauty consultant with Mary Kay Cosmetics.

I am in a challenge to get the opinions of 30 women on our skin care this month.

Is there any reason why we couldn’t get together and you can give me your opinion?”

When she says YES, she’ll get together with you, say:

“Great! What works better for you, Weekends or Week Days?

Great! Monday or Wednesday? Or Saturday at 11am or 1pm?” (Whatever your time spots available are- always give 2 options at a time so that she can choose. Don’t just say “when can you get together” it makes you seem too available and she will likely not book on the spot. Give her options!)

You want to BOOK HER on the spot!

Get her name and CELL PHONE number and ask if she texts.

She can either fill out one of the cards that come with your business cards, or you can enter it straight into your phone.

After you’ve scheduled her appointment time ask:

“Is there any reason why you couldn’t invite a few friends to join you for our appointment so that I can reach my goal more quickly? We will have a ton of fun and there won’t be any pressure!

PLUS: I’ll give you some free/discounted product for helping me out.”

“Great! I’ll text you tomorrow to confirm and I’ll plan on seeing you on_____”(whenever you’ve scheduled).

MAKE SURE YOU FOLLOW UP with these people! Warm chatting can be great, but remember: this appointment is probably more important to you than it is to her! It is YOUR responsibility to coach her and make sure the party holds! Texting and calling is the best way!