

8 / 5 / 3 Challenge

Book 8 Parties

Hostess / Date Scheduled	Hostess / Date Scheduled
1. _____	5. _____
2. _____	6. _____
3. _____	7. _____
4. _____	8. _____

To Hold 5

Hostess / Date Held

1. _____
2. _____
3. _____
4. _____
5. _____

& Shadow 3

Can be with your Director, your recruiter, at the training center or YouTube

1. _____
2. _____
3. _____

Complete the challenge, turn in this sheet,
& get your Mary Kay Money Bag!



Booking Script

"Hi _____, This is _____. I'm so glad I caught you! Do you have a quick minute?..."

...I just had to contact you because I'm really excited about...

- building my own business with Mary Kay Cosme!
- raising money for the Mary Kay Ash Charitable Foundation that supports research into cancers that affect women.
- my decision to promote myself up the career ladder
- a huge challenge I've accepted from (my Director/MK Corporate)

...So this is why I'm calling...

- I need to PRACTICE my presentation
- I need the opinions from (# of women) about my presentation and products in the next two weeks
- I need to hold (# of) classes/parties this month to reach my goal
- I need to talk to (# of) the sharpest women I know in the next two weeks to share some info about my business and get their input

...Is there any reason you couldn't...

- PRACTICE with you and 3-5 of your friends so that I can perfect my presentation
- Allow me to pamper you and some of your friends with a hand treatment, skin care analysis and facial and some simple colors?
- get together with me over some coffee or tea so I can share the business info? I'll have a nice gift for you for listening

When she says "YES"...

- Great! I have (day/time) or (day/time) available. Which works best for you?

Next...

- Is there any reason you couldn't invite 8 or 10 ladies to participate? In fact, you can get (whatever your hostess plan offers) for including them
- That's Great!
 - I will contact you tomorrow to get their names & numbers.
 - It's important that I talk with them in advance to get info on their skin types and needs.
 - I want to be prepared as possible so they will have a great experience!