






Power Start Prospect List

Pretend like you are having a party with an unlimited budget - who would you invite? Then star the people that you would like to work with. Give a copy to Donna Meixsell to get your business rolling!

Prospect Name	Telephone #					
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 Booked
  Total Sales
  Color Appointment
  Interview
  Work with

Before you call: do 10 jumping jacks so that you sound excited, out of breath, or completely different than normal :)

What to say when you call: "Hi, guess what, guess what, guess what?! I just started a new business and I now teach skin care and mineral makeup with the #1 brand in America, Mary Kay! I have a HUGE goal to finish 30 practice makeovers in 30 days and I immediately thought of you. There's no obligation, I just need to borrow your face please. I am available on __, __, and __, which one works best for you? (Pause and silence - wait for her response).

Take it one step further: Sounds perfect! I just knew that I could count on you to help me! Thank you for your support, it really means the world to me. I'm so excited to see you on (date and time). You know, _____, it's just as easy for me to do a few more faces along with yoursand you get a FREE GIFT...is there any reason why you couldn't invite your mom and your sister or 2 friends to help me? (Pause) Thank you so much...you're the greatest! (Then mail her a handwritten thank you card)

What if no one answers: Don't leave a message the first time. Try her again later. If she still doesn't answer, leave a voicemail that says, "Hi! This is _____! I need your help with something so please call me whenever you get a quick minute. Thank you!"