

Calling referrals Names Received from Playing the Name Game

Use this to call the women on the \$5 card if isn't planning on having them attend her color appointment.

Hi _____ this is _____. We have a mutual friend in _____. I was with _____ the other day because I am also her beauty consultant with Mary Kay Cosmetics. I don't know if it's your birthday or what, but _____ has arranged for you to receive quite a lovely gift!. What _____ has selected for you is the famous pampering package. Have you heard of it before? Let me tell you what's in the Mary Kay pampering package. You get a facial treatment, a satin hands treatment, with \$15 in free product. Then you also get an advanced color technique lesson with this seasons colors, and \$15 in free product at that session! Plus before and after makeover photos! This is a wonderful gift _____. You and _____ must be good friends. I'm just calling to see when you would like to get your pampering underway. I am scheduling appointments on Monday or Thursday evenings with an early Saturday morning option. Which is better for you Mondays or Thursdays.

*To HAVE something you have never had before, you
must DO something you have never done before~*

Mary Kay Ash

