

New Consultant Booking Dialogue

Hi _____. This is _____! Do you have a quick minute? Great! I'm so excited! I've just joined Mary Kay Cosmetics out of Dallas, Texas and as part of my training, I need to get your opinion of our products after a quick free facial. My director told me to invite "quality" women, and I couldn't help but think of you.

Now, we can do the facial alone or you can invite some friends and get a hundred dollars in FREE MARY KAY PRODUCTS of your choice. So which sounds better to you, just me and you, or with friends to get the hundred dollars? Great! I need to have my training finished by _____, so what looks good for you between now and then?

(\$500 in outside sales/class sales and 2 bookings from class = \$100 Free product to your guest)