

Beat the BOX!!

Have **10** parties booked, to be held in the next 2 weeks, before your starter kit arrives & you'll receive your Skincare Party DVD of Senior Sales Director Allison Cheney! She is my offspring director and a MASTER at the Party...you want this! J

Read and re-read this over and over until it sounds natural for you, have your hostess plan chosen and your date book out. Then call your "Make a List" list & book your parties! Continue until you call ALL names. You might book more than 10 classes! Resist the urge to change this dialogue or re-invent the wheel.

Hi, _____, this is _____. I am so excited! I just started a new business! I became a consultant with Mary Kay Cosmetics! *(Let her answer)* So anyway, I'm calling to see if you'll let me borrow your face to practice on? *(Wait for her reply)* Great! I knew I could count on you.

Let me tell you the dates I have available so you can pick what's best for you. I have _____ (date) at _____ (time) OR _____ (date) at _____ (time). Which of those is better for you?

You know, as part of my training, I need to do 15-30 practice facials in the next 2 weeks. I can do up to 6 facials with women 18 & older at one time. Who else can you think of who would be willing to let me practice on them at the same time? *(WAIT FOR AN ANSWER!! Keep saying "Awesome! Anyone else?" until she can't think of any more. Then say)* I know it's hard to come up with people on the spot, so I'll tell you what... if you can put a list of 15 - 20 or more together, I'll invite them by mail, call, text, email, ... whichever you prefer and when 3-6 decide to come I'd be in a position to give you some incentives for bringing them. How does that sound? *(Let her answer - DECIDE HOW & WHEN SHE WILL GIVE YOU HER LIST. *If she wants to contact her friends & call you back: You are so sweet to want to help me get my faces done! I really wanted your opinion to be one of the 1st I get, so let's stick with the date that's best for you & me. I'll invite your list & if they can make it awesome, but if they can't at least I get yours in. Is that okay with you?)*

Great! I will contact you on _____ to grab your list, make sure it has phone numbers because 2-3 days before our appointment I'll need to call to ask about your skin type & everyone who is coming. Thanks!

One last thing, _____ (her name), these are my training classes and I have to hold them during a certain period of time to get credit, so I want you to know I'll keep this appointment no matter what... Can I count on you too? Thanks again for helping me out. I'm excited! We are gonna have THE BEST TIME!

If leaving a msg, keep it simple: "I'm so excited to talk with you! Call me back!"

*****Once you have 10 parties on your calendar, fill out prize voucher under "Beat the Box!!!" to earn your Skincare party DVD! (Please allow time for mailing if out of state)**