

## ***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!

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)