

### **Google Booking or Texting Scripts**

Hi Ashley, my name is Carrie :) I met with Katie. She said u were nice & may help me. I'm in a Mary Kay contest to do free 60 makeovers in the next 3 wks with ladies 21+. Could I borrow ur face for this? I have \$20 in free make up for you, if you can come. It's fun, free & you get a gift!

(After yes)

Sweet! I have a Studio in Sandy - we do facials & mineral makeup -my next ones are Sat at 9:45 am or 1:45 pm, would one of those work, Ashley?

(After she chooses)

Perfect! It's at Lasting Impressions: 9436 S. 675 East, in Sandy. It's the southwest corner of 9400 S. & 7th East :) I'll txt you in a few days about your skin & if you bring friends 21+ I'll up your gift card by \$5 for each cuz you are helping get to 60. I'm excited!

(2-3 days before)

Hey, Ashley! I'm excited for Sat at 1:45 pm :) I have a few ?s: Is your skin dry, normal, combo or oily? Is it fair, medium or dark? And your hair and eye color help me have the right colors for you to try :) Carrie with Mary Kay

Your coloring is pretty! I'll be ready for you :) Do you have friends coming with you?

Can't wait - I'll see you then :)

### **FOR PARTIES INVITE USING GOOGLE VOICE/texting**

I am SO excited to invite you to Erin Larson's Mary Kay Pampering Session! Facials, mineral color, product drawings & friends! Sat, Jan 21st at 9:45am, at Lasting Impressions: 9436 S. 675 East, in Sandy. \$5 in free product for bringing friends 21& older! Chance to RSVP for a gift coming soon ;)

### **FOR SECOND REMINDER/PREPROFILE BEFORE PARTY INVITE**

Hey, Ashley! Becky Whetstone & I are SO excited for her party this Thurs at 8:00 pm! I have a few ?s about you so I'm ready: Is your skin dry, normal, combo or oily? Is it fair, medium or dark? And your hair & eye color help me have the right colors for you to try :)

### **Bridal Leads**

This is Carrie with Mary Kay. I'm working with the Bridal Registry. Just for registering with them, you've won a FREE Facial and a \$20 Gift Certificate! I'd love to meet with you to redeem your prize! Are week nights or weekends better for you?

### **THOSE WHO RESPONDED BUT DIDN'T GET BACK ON A DATE:**

Hi, \_\_\_\_\_! This is Carrie with Mary Kay :) I am still looking for those 60 faces to complete my challenge & I have that \$20 gift card for you to use at the pampering. Can we find a time that works for us?

**CALLING TO INVITE TO A PARTY**

Hi, is Lisa there? Hi, Lisa! This is Carrie with Mary Kay - I'm calling because your friend Joy is having a party on Sat the 23rd - we are super excited - and she wanted me to make sure you got invited to come. So can I send you details by email or txt? Which is better? Awesome, I'll get that to you & then call or txt you a few days before to see if you can come. (send right away then continue with pre-profiling protocol)