

PRE-PROFILING SCRIPT:

Hi, is this _____? This is (your name) with Mary Kay, and I was calling because (hostess's name) has you listed as one of her guests for a free facial on (appointment date and time). I just wanted to confirm that you'll be attending and ask a few questions about your skin type, do you have a quick minute? Great! First, how would you classify the skin on your face: Dry, Normal, Oily, or Combination? Okay, my second question is: Are you more interested in good every day skincare or age-fighting products? And third, IF there was anything about the skin on your face you would change, what would it be? Great! Well, thank you so much for taking a few minutes to answer my questions, I'll see you at (appointment time and date)! Would it be alright if I texted you the address and directions?

Address and Directions Text:

Hi this is (your name) with Mary Kay. My office is
Glamour Girl Studio
1492 Madison Street, Lower Level
Clarksville, TN

We're on the corner of Madison and Liberty Pkwy, right across Madison St from Kroger.

(Feel free to add directions specific to the direction from which they will be coming if need be.)