

## **Booking Your Power Start**

Hi! is this \_\_\_\_\_? This is \_\_\_\_\_! How are you! GREAT!!! Do you have a few seconds? The reason that I am calling is because I am really excited about my NEW business with Mary Kay. I am needing to practice my skills; so I have a goal to complete 30 faces in my first month! And I thought of you! I would love for you to be one of my practice faces so I can pamper you with a FREE facial and a \$10 Gift Certificate! So first let me ask you, do currently have a Mary Kay consultant??

Yes- Great! I would never want to steal anyone's customer so glad you are already using our products so thank you for your time!

No- Great! Because I would never want to steal anyone's customers!

Would Thursday at 6:20 work for you? (If not...here are other times that I am available \_\_\_\_\_ which is better for you?) (Offer at least two days that you are available) Great! Oh, \_\_\_\_\_, you should bring a couple friends with you! It is always more fun with friends and it will help me complete my 30 faces! If you bring just two, and you can always bring more, you can earn up to \$100 in FREE Products! You should think about who you can bring! Thank you so much! I will call you the day before our appointment to remind you!

## **Booking Referrals**

Hi, is this \_\_\_\_\_?? My name is Ashley and you actually don't know me, but we both know \_\_\_\_\_ and I'm her Mary Kay lady. The reason I'm calling is because \_\_\_\_\_ has gifted you with a free facial and \$10 gift card to use at your facial!! (wait for response) So first let me ask you, do currently have a Mary Kay consultant??

Yes- Great! I would never want to steal anyone's customer so glad you are already using our products so thank you for your time!

No- Great! Because I would never want to steal anyone's customers!

Alright, well if you're interested, I have a Mary Kay studio here in Lubbock that we can meet at and it's always more fun with a couple of girlfriends and they will receive the same free pampering as well. I can text you a more specific address and directions, but to give you an idea, it's off Slide and 69th kind of by Chick-fil-a and Carino's.

So if you're interested would weekdays or weekends work better for you??

(know the times when you can work so you can follow up with the days you are available)

## **Facebook Messages**

Hey Tiffany!

I hope your semester is off to a great start! I'm not sure if you know this but I have recently started my own Mary Kay business, and I already have some really BIG goals and I need your help! I have a challenge to facial 30 women this month and your beautiful face came to mind! There is no obligation to buy any products and I would never try to make anyone sell MK, just so you know for peace of mind. I just need to borrow your face! :) Can I count on you to be one of my 30 faces?? You can also bring friends so it's more fun for you :) If you are not interested, it's ok, just let me know so I don't bug you! :) Thanks, Ashley

## **Leaving Voicemails**

Hi \_\_\_\_\_, this is \_\_\_\_\_ and I have a quick question for you. If you could call me back at \_\_\_\_\_ that would be great. Thanks!

## **Text for address to the Studio**

Hi \_\_\_\_\_! It's \_\_\_\_\_ with Mary Kay! The MK Studio is at 5135 69th St (off slide). Turn left on 69th if you're coming from the loop, drive past south plains lanes, and the bld will be on ur right. Look for a sign with pink heart and wings and pink cadillac parked in front :) See you \_\_\_\_\_ at \_\_\_\_\_!