

## Bookings

Start by filling out your “people” page from orientation, this will help you brain storm and help you realize you know more people than you thought.

If you have a females number in your phone (locally) she is fair game, unless she has a consultant, we never steal others business. It doesn't matter how long it's been since you spoke or how well you know her...TEXT OR CALL HER!!!!

This is a suggestion on what to say.

“Hi \_\_\_\_\_ This is Amber. I have recently started my own Mary Kay business and I'm so excited!! Tell me, if I gave you a free gift is there any reason I couldn't borrow your face, and pamper you with a free facial??”

If she says yes, then ask her if a weekday or weekend better. Then give her a time that fits in your schedule and offer it to her. Once you have set the time tell her...

“My director has given me a challenge to do 30 faces in 30 days, however, I don't know that many people. Would you be able to invite a few of your girlfriends to join you for your facial?”

Call or text her 2 days before her appointment and ask her how many friends she has joining her. Then ask her what her skin type is and build a rapport with her. Ask her for her friends number so you can find out their skin type as well, and that way you can be sure to have a customized facial just right for them. This way you can also do the same with her friends and then the day before send a text reminder of the appt to everyone. Don't leave that up to the “hostess” as it's not her business it's yours. Send a text that only reminds them not asks if they are still coming.

“Hi Sarah, this is Amber with Mary Kay. I just wanted to remind you of your facial appt tomorrow @ 12:00, can't wait to see you then.”

If they cancel NO WORRIES!! Never make them feel bad! Apologize if they are having a situation, and tell them that you can schedule them their own personal facial at a time the works better. Try to reschedule right away, however if they say they aren't sure when, ask them if you can follow up on a specific date that you write in your appt book. That way when you contact them they are impressed with your professionalism.

## Party sheet selling

After their facial ask them how their skin feels. Ask them how they like it, and what their favorite product is.

Then ask them if they would like to know how to earn a free Roll-up bag. Show them the party sheet, not the catalog. A first time buyer can get overwhelmed with a catalog. Let them know that any package from “Party Girl” and up will get them the Roll-up bag for free, and they can fill it with the items they want.

You can help them decide what they would like to have.

I take payment plans of \$100 that day, and \$100 on payday till paid off, this helps them with the Hubby. Remind them about christmas, and after they have placed their order you can leave them with a catalog for future purchases.

### Warm Chatter

I like the mascara survey to warm chatter women I meet.

I have a little sheer bag I bought 5 for \$1.00 at Michaels. I put in it a mascara sample, my business card (I have the tented cards). I give them a compliment, chat them up a little, then tell them I do Mary Kay and ask if they have ever used the products. I then ask if they would like to try a free sample for a survey I am doing. I have them fill out the other part of my business card that tears off with their name & number, and ask them if I can text them in a couple days to see how they like the product. If they don't want to give me their name & number I tell them I can't give them a sample because I won't be able to follow-up for my survey. When you call them 2 days later get their opinion, then offer them a free facial so they can try the other products, then after they are scheduled ask them to invite friends etc.

**REMEMBER TO ALWAYS SHARE THE MARY KAY OPPORTUNITY WITH EVERYONE YOU MEET, AND IF THEY WANT MORE DETAILS I CAN MEET WITH THEM OR THEY MAY CALL ME. ALWAYS BE POSITIVE, AND NEVER PREJUDGE SOMEONE. :)**