

Booking "Training Calls"

One of your first 4 Goals is to hold 5 training calls with your Director. You will simply listen and take notes as your Director presents the Mary Kay Marketing Plan to your friend or associate.

Booking Script:

_____, I am so excited.... I have just started my own business as an Independent Beauty Consultant with Mary Kay Cosmetics. As part of my initial training, my Director has asked me to select the 5 sharpest women I know to listen to some information about our company. I immediately thought of you. You will receive a beautiful pair of earrings for helping me with my training. I just need to listen to her share the information with 5 people so I can learn how to do it myself; there are absolutely NO obligations. Is there any reason why you couldn't help me out? Which would be better for you...to meet for coffee for about 30 minutes....or to do a 3 way Conference call?

Name	Phone	Contact	Interview	Response
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