National Sales Director Vivian Diaz New Consultant Script

Hello \_\_\_\_\_\_\_\_\_\_\_\_Mary. This is \_\_\_\_\_\_\_\_\_\_\_, I am so excited. I have just been accepted as a Mary Kay beauty consultant and as part of my training and to establish myself I need to have 5 classes to be held within my very first week. The company has asked me to be very selective since these 5 classes will be the foundation of my business. They have asked me to look for people who are outgoing, friendly and who take a real interest in their appearance and you know \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_I immediately selected you. Is there any reason why you would not want to be one of my first 5 hostesses? I think you would be great. What is good for you, the beginning of the week or the latter part of the week? I think you would be great.

If she says the beginning, you may want to say something like “Monday or Tuesday? Morning or evening? 6 or 6:30pm? “