

Proven Scripts that Work:

Use these scripts to help book your first parties and interviews.

Practice before you start making your calls....and sound EXCITED!! Excitement Sells!!

How to Book your first makeovers/parties:

Hi Mary, this is _____. Do you have a quick minute?

You are not going to believe what I am doing!! I am so excited!! I have started my own business with Mary Kay!! I recently had a makeover and loved the products but I was really impressed with the women and the money they were making! So, I decided to start my own business. Part of my training is that I have 5 parties in my first 2 weeks and I am calling those that I knew would help me. AND just for helping me complete my training you will receive a 50% Off Shopping Spree when you have 4-5 guests to attend!!

(OR \$10 for every guests that comes MAX 8 Min 4)

Also, if you send me your Guest List within the next 48 hours you will receive a Free Lip Gloss!! I will send out the invitations for you....

I am really excited and I really appreciate you helping me with my training and don't forget to send me your guest list...We are going to have a great time!!

Pearls of Sharing Script: (find your prospects at your parties)

Julie, have you ever thought about making some extra money? I don't know if you have ever considered a business like Mary Kay but I think you would be good. Mary Kay may or may not be for you but I am in my training period and part of that training is to hold 10 parties my first month and have 10 sharp women listen to how we make our money. It's really painless, my director will explain to you how we make our money and I will listen so I will be able to learn. Again, Mary Kay may not be for you as a business but it is a great way to make extra money and I think you would be good....Also, I will have a free gift for you for listening and helping me....(set up time)

Once she agrees to listen, please get a time scheduled for me to call her... Also, let her know that I am busy and you will need to check with me on my schedule. If that time doesn't work with my schedule you will set up another time that is better. Let her know that this is an appointment and if for some reason she will not be available to please let me know by sending me a text. (Give her my name & number)