

# SCRIPT FOR BOOKING AT SKIN CARE CLASSES

BY Linda Toupin, NSD

After you thank the hostess for holding the class and tell everyone what she's getting as a hostess gift.....then you say, "Susie Hostess can also earn this fabulous brush set...and she will need your help to do it. When 3 of you book and hold your own Mary Kay class, I will be giving this beautiful brush set to Susie Hostess." "In Mary Kay, we build our business from referrals. The very highest compliment you can pay to me is to introduce me to your friends... because that means you like me and you had fun tonight."  
"So, *repeat after me.*"

**Hey, I heard  
That Mary Kay's got some great new \_\_\_\_  
So I was thinking  
I might need to try those  
I also heard that  
If you don't have a Mary Kay facial  
Every 3 months  
Your face  
Will  
Fall off  
Come to think of it  
I have some girlfriends  
Whose faces  
Have  
Fallen Off!**

Then say, "I'm going to count backwards from 10 to zero, and each one of you that raises your hand and tells Susie Hostess that you will be holding a class with your friends will get 10 tickets for the drawing if you hold it in the next 2 weeks and 5 if it's after that time." (or however many tickets you want to give them)