

New Consultant Dialogues



Script for inviting Guests to your Grand Opening”

SCRIPT: “Hi _____, this is _____. I am so excited! I’ve just started my own business! Did you get my Invitation? I would really love to have you be a part of the opening of my business! As my guest you will sample beauty products and enjoy a little pampering...plus you would win some really cool door prizes! It’s _____(date, time, & location). This is a Presentation...not an Open House and when I have 15 guests (18 yrs +) that don’t already have a MK Consultant I will win a Gorgeous Pink Ice Ring!! Will you be able to make it?

...If she is coming ask her to bring a friend... ...If she says she CAN’T come...“Since that won’t work, _____, part of my training is to practice on 15 faces in the next 2 weeks! Is there any reason why we couldn’t get together and let me practice on you? Great! (Choose date/time/location)

“If you would like to have a few friends join you, I could get my 15 faces FAST and I would have a special gift for you helping me out. Would you want to do that? Great! Thank you so much! ***Send her a Thank you note/email for helping you out - mention the date/time/location and how much fun you guys are going to have when you get together with her and her friends!

Scripts for setting up “Career Chats” also called “Practice Interviews” or “Shares”

(Before you set up your practice shares, call and set up a block of time that works with your Director’s schedule)

SCRIPT: As part of my training I need to get the opinion of 6 women on how Mary Kay works as a business. It’s really simple. You just listen to some facts, and ask any questions you can think of. You don’t have to sell or do Mary Kay, and it only takes about 20-25 minutes. We will do it all over the phone or even over a cup of coffee - and just for helping me out I’ll give you a _____ at half price (or free)! What’s better for you over the phone or over a cup of coffee? (Set up a time for the call)

My Director, Michele, is teaching me how to do this - you will just Love her! So she’ll be joining us for coffee or she’ll be on the phone with us. Ok, we will see or speak to you at _____. (Repeat time of the appointment)



Script for Bring a Guest to a “Girls Night Out”, Tuesday Success Meeting

SCRIPT: “Hi, _____, I’m so excited about something...do you have a quick minute? Great! I am a new Beauty Consultant with Mary Kay and I have the opportunity to bring my favorite Women in my life to be models for me. It’s so much fun! You will get to meet the most amazing and positive Women and have a skincare and color makeover! Is there any reason why you couldn’t be my guest Tuesday