



# Power Start - 30 faces in 30 days!

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### Before you call :

Do 10 jumping jacks or run around so you sound excited, out of breath, rushed and completely different than normal !!! ☺

### What to say when you call:

"Hi \_\_\_\_\_ guess what? I was just accepted as a Beauty Consultant with the #1 BRAND in America, MARY KAY! (keep talking) I have a HUGE goal to finish 30 practice faces and makeovers in 30 days and I immediately thought of you! There's no obligation I just need to "borrow your face". I am available (date) or (date) ... which one works best for you? (Pause and Silence- wait for their response)

### Take it one step further:

Sounds perfect ... I just knew that I could count on you to help! Thank you for being a GREAT friend!!! I am so excited to see you on (date) at (time)! (keep talking) You know, its just as easy for me to do your face as it is for me to do yours and 2 friends ... is there any reason why you couldn't invite (your mom and your sister) or (2 friends to help me out?) (Pause) Thank you so much ... you're the greatest. (Then mail her a handwritten thank you/reminder postcard)

### What if no one answers?

NEVER, NEVER, NEVER, NEVER, NEVER, NEVER leave a message. Wait for them to return the missed call and then say the script. (When you leave a message you are adding to someone else's "Things to Do" list and you are setting yourself for a disappointment! if they don't call you back, just keep calling until you reach them live!) ☺

**\*\*\* Star the names that you booked Mineral Make-overs (2<sup>nd</sup> facials) with!!! \*\*\* 15 stars = Prize from your Director!!  
Turn in your completed Power Start sheet to earn your prestigious Power Start Pin!!!**