

Booking On the Spot With Facial Packets

Hello! I am sorry to bother you and feel so silly but I couldn't help not talk to you, you are just SO cute! Oh you are welcome! & I'm just going around looking for some cute girls that might be able to help me out and looks like I hit the jackpot, because you are SUPER CUTE! Well I am in a contest with Mary Kay to facial 200 women THIS month and I was wondering if there is any way possible you would be able to help me out?

Thank you SO much, you are SO sweet! I do my makeovers at my studio in Springville & I have time open Tuesday night or Saturday morning what day is better for you?

Perfect! How do you spell your first name? And what is your cell phone number that I can text you at?

Perfect! Here is a little goodie bag with all of the information you will need. The only thing that is not in there is my contact info. I will be in contact with you through text to make sure you have my info and will see you this (day) , (time) .

*If she says she is not sure when she would be able to come/does not know her schedule:

What I am doing for the other girls that are unsure of their schedule or when they can come, is we are picking a potential date that might work for you and if it ends up not working you can let me know so we can reschedule for another day. Would that work for you? 😊

TIPS FOR: Booking On the Spot With Facial Packets

1. Smile with confidence & fake it til' you make it!!!
2. Have the script COMPLETELY memorized.
3. Do NOT change the words to the script, unless you get permission and advice from your sales director.
4. Do not give someone a "facial packet" until you have scheduled a date and time with them, as well as written down their name and number.
5. Do not bring business cards with you or "let people take down your info".
6. Do not put your contact info in the facial packet; use that to your advantage.
7. Decide the amount of appointments you want to book before you go booking, DON'T leave until you have that many appointments on your date book!!! (Make sure to bring enough facial packets ready to hand out).
8. Lastly, remember it is just a decision and if you want success badly enough it WILL be yours!!!

GOOD LUCK LADIES!!!

