

NEW CONSULTANT BOOKING SCRIPT

BEFORE YOU CALL:

*Do 10 jumping jacks or run around your dining room table
3 times so you sound excited when you make your calls!*

“Hi, _____, guess what!! I just started a new business teaching skincare with Mary Kay. I have a HUGE goal to finish 30 practice faces in 30 days and I immediately thought of you. There’s no obligation, I just need to borrow your face. I’m available _____ & _____. Which one works best for you?”

After she chooses one, take it a step further:

“Sounds perfect, I just knew I could count on you to help me out. You know, it’s just as easy for me to do your face as it is for me to do yours and a few girlfriends. Is there any reason why you couldn’t invite some girlfriends to join you to help me reach my goal, plus you could earn Some free Mary Kay!”

(pause - be silent & wait for response).

“Thank you so much, you’re the greatest. _____, go ahead and get your girlfriends invited and I will call you back in two days to get their name, phone number & address so I can mail them a super cute invitation.” (set the date & time to call her).

WHAT IF NO ONE ANSWERS?

NEVER, NEVER, NEVER leave a message. Wait for them to return the missed call and then use your script. When you leave a message, you are adding to someone else’s “Things To Do” list. Just keep calling until you reach them.