

Script to Schedule your first 5 “Practice Interviews”

Conducting your first 5 Interviews (also known as “Q&A” sessions) is SO important in your first 2 weeks of business! It will show you how great our company REALLY is, and teach you the facts about our marketing plan while boosting your confidence. When you begin holding your Practice parties, you will be Ready, Enthusiastic & Equipped! Simply select 5 women whom you admire. Be sure to choose women you would like to represent your team & to represent Mary Kay Cosmetics. You never know who will surprise you & decide to join your team when they understand what Mary Kay actually offers! Your Director will conduct the appointment in person or over the phone...and you get to watch & learn.

I am SO excited!

I’m calling about my NEW Mary Kay business and I am completing my practice interview training! For this training, my Director challenged me to select 5 women who impress me and I immediately thought of you because you _____!

I realize this probably isn’t for you, but I would truly value your honest opinion and it would really help me complete my training. And I have a gift for you! It just takes about 45 minutes so would you be willing?