

## Pre-Profiling Questions

You want to get guest list and call each of them and ask these questions, we call it pre-profiling the guests.

1. Are you coming to \_\_\_\_\_ party? If they are, ask them the next questions, if not ask them if they need any cosmetics and when could you do a complimentary facial on them. A lot of them will hold a party for \_\_\_\_\_ (that is how you say it) so that she can get all her hostess credit.
2. Do you have combination/oily skin or normal to dry?
3. If you could change anything about your facial skin what would you change? Whatever they say, the miracle set or the microderm will fix that.
4. For every person that you bring with you that is 21 or older, non-Mary Kay user, you get \$10 worth of free Mary Kay product for every guest you bring. It is a great way to get free product, do you know of anyone that you can bring with you?