

# Power Start Booking Script:

*This script has about a 90% success rate if read word for word!*

Hi, \_\_\_\_\_, this is \_\_\_\_\_, do you have just a minute? Great! The reason I am calling is because I need your help. I just started teaching skin care with Mary Kay and I'm really excited. I have been challenged to do 30 practice faces within the next 30 days, and I immediately thought of you because \_\_\_\_\_ (you're my best friend, you always look so good, you don't wear make-up and you can give me your opinion...etc. Be sincere.) It will only take about an hour of your time and there's no obligation to buy. **Can you think of any reason why you wouldn't be able to help me out with my challenge?** Great! Part of my challenge is to go ahead and schedule you now for a tentative time.

## **Schedule her for her appointment.**

Which do you think would be better for you, this week or next week? The first part of the week or the end? This day or that day? 7:00 or 7:30? Great! Now, if you find this won't work, please give me a call back tomorrow and let me know.

Now, to help me complete my challenge faster, if you have a few friends join you, at least 3, but no more than 5, then you can actually earn some FREE Mary Kay from me as a thank you! So let's brainstorm, who can you think of who might want to come?

**(Assuming she agrees)** Ok, great! I'll give you a couple days to check with the ladies to see who can come for sure, and then check back with you to get the name and phone number of each girl who can come so that I can check with each of them about their skin type. I need to get that list within 48 hours, so I'll give you a call on \_\_\_\_\_. What time would be best for me to reach you that day?

Wonderful! I will give you a call then on \_\_\_\_\_, to get your confirmed guest list. And all you need to get all the free products is to keep your originally scheduled time and date and have at least 3, but no more than 5 friends. But I'm coming for you either way!

**Please call me after you book your first 8 appointments!**

**If you get 3 no's in a row for some reason, call me right away!**

**You can do it!!!!**

For women you have asked before, but they didn't let you borrow their face..

I know we've chatted before, but I'm currently working on the biggest goal of my business, to earn my first free car! In order to reach this goal, I have to do 30 spring makeovers this month. It only takes about an hour of your time. Would there be any reason why I couldn't borrow your face?

Now, in order to help me reach my goal faster, if you would be willing to share your facial with 3-5 friends I would give you \$50.00 in free product!