

Hi _____, this is _____, you are never going to believe what I just did, (pause for her to answer), I am now an Independent Mary Kay Beauty Consultant, and I am calling you particularly because I knew you would help me with my training. Here is all you have to do! Let me borrow your face to practice my presentation. You can sort of be a guinea pig for me and it is totally complimentary and you are under no obligation.

I need to get 30 opinions from 30 woman in this next 30 days.

Is there any reason why you would not help me out? I have 8 to 10 time slots that are going to work for me and I want to see which ones will work for you. So, what is better for you, the beginning of the week, end of the week or the weekend? (pause and wait for her to say what is better, then let her know what dates you have open that fit into her schedule.)

Oh by the way, if you would like to share that with a friend or two as I need to do my presentation in small groups also, I will be in a position to give you Mary Kay products at either 10% off with 1 friend, 20% off with 2 friends, 30% off with 3 friends, 40% off with 4 friends and can you believe it 50% off with 5 friends.

What do you think about that??? Remember, if you prefer to be by yourself that is ok, the main thing is that I need to practice showing woman how to apply their products, to get their opinion and to pamper them.

If she says that she will share her appointment with friends - tell her you will call her back in a couple of days to get the names and numbers so you can call them and ask them questions about their skin. (Would it be ok with you if I ask your questions about your skin so I can be real prepared?) Take your profile card and ask her the questions.

Thank you so much for helping me with my training as I could not do it without you!!