

Giggle Script: Script for calling referrals

Hi! Is this Jane? Hi Jane! This is Rosann Owen. I don't think we've met, but Suzie Jones gave me your name. Isn't she is darling?! She is helping me with a Mary Kay contest. I need to do 100 free facials, and I have run out of people I know, so now I have resorted to calling complete strangers (giggle). I was hoping I could borrow your face for my contest (pause and wait for her to say yes).

Thanks! The facials are about an hour. Can I tell you my upcoming times and you can see if any of them work?

(Book her for a time.)

Great! I can give you the address now, or I can text it to you. What do you prefer? (Pause and wait for her to respond).

Thank you so much. You are welcome to bring a friend. Just let me know ahead of time if you are bringing a friend. I'll call you the day before as a reminder. Have a wonderful day!