

Booking Script

(Paragraph one alone is booking a facial)

“Hi Jane, This is _____ do you have a minute? You are never going to believe what I am doing! I just joined Mary Kay (I know, isn't it crazy!). As part of my training, I need to do 30 practice faces in the next 30 days. Can you help me out?”

Set the time and day (Tuesday at 6 pm or Saturday at 10 am, for your first 3 appointments so that you recruiter or director can help you)

Then ask:

“Would you be willing to bring three or four people I don't know to help me get these faces done? I will give you a \$5 gift certificate for each guest who is 21 or older and doesn't have a MK consultant.”

“Great! I will call you on _____ to confirm our appointment. Thanks!”