

## DIRECT APPROACH TO POTENTIAL CUSTOMER

You look (or you are) ..... (give compliment) so together, so beautiful, so friendly, so cheerful – you give such great customer service, etc.

I would love to have you as my customer.....!!!!!!!!!!!!

I'm a Director with Mary Kay (or Future Director – or Beauty Consultant ) & I would like to add you to my Preferred Customer List – you would just get a Mary Kay Catalog each Quarter & you could see what is new with beauty.....and color.....

Okay – great...here is my card,,,do you have a card??

*If not* – no problem - Just fill out your name & info here & I will add you to my list.

Great & one of the services I provide to my customers is a **Personal Profile Appointment** where you bring all your make-up & skin care and I do a quick

“Satisfaction Survey” with you of what you are currently using and help to keep your skin and YOU looking your very best!