

## **BOOKING SCRIPT**

*When talking to friends, existing customers, anyone!!!*

**I would love to give you some FREE Mary Kay products – would you like that???**

**Do you have a Mary Kay Consultant ??? (if yes—refer them back to her)**

**If no— - GREAT! I am building my Mary Kay business – and just for helping me by grabbing a few girlfriends and getting them together I will give you some FREE Mary Kay items as as a thank you for being my hostess!**

**My goal is to complete 30 Faces in 30 days – so the more people, the better!  
Thanks so much!!!**

## **WARM CHATTING SCRIPT:**

When out & about – ASK any woman you would like to have as a client the following -  
Just remember - Intro yourself when interacting with people.....

**I'm \_\_\_\_\_ and I'm a Future Director, Consultant, \_\_\_\_\_ with Mary Kay  
You are just \_\_\_\_\_ (sincere compliment)  
*so together! Look great, have beautiful hair, great look....etc.***

**I'm giving all my clients a MK gift right now with their SPRING MAKEOVER!!! It's so much fun & my clients are loving their looks! Do you use Mary Kay???**

***If yes & they have a consultant, refer them back to her!!!***

***If not—ask.....Would you like a gift & a Spring Makeover where you can try our new products???***

**Great! Here is my business card....do you have a card???**

***If no card with her....No problem, just put your name & information (phone, address, email) on the back here & I will put some samples in the mail to you when I am back in my office & call to schedule an appointment for YOU!***

***When you call her to schedule, offer her the above ...I would love to give you some FREE MK products at your appointment.....if you have some girlfriends join you – you qualify! (3 friends = \$25 in MK & 6 friends = \$50 in MK).....see hostess brochure...***

***Also do this whenever you deliver products or have interaction with a customer...I would love to give you some FREE MK products.....why not grab a few girlfriends for a Spring Makeover Party & for helping me build my business, I will shower you with FREE MK!***

**REMEMBER SuperStar Sellers!!! All you need to have for the above Warm Chat is your BUSINESS CARDS....Keep it Simple Sweetie! If you want to carry something else with you – go for it....but why make it hard???** Make this simple effort for your business whenever you are out shopping, grocery store, getting gas, cleaners, everything!! Remember – you truly are offering a gift to people with the gift of your time, samples & opportunity for them to try the BEST SELLING BRAND – Mary Kay! Get Excited! 90% of your success is attitude & 10% is skills. Get excited about MK & YOU!