

New Consultant Power Start Script

Hi _____ this is _____ and as you know I decided to start my own business teaching skin care with Mary Kay. My first challenge is to get the opinion of our products from 30 women this month for my training. I would love to come by and pamper you! You don't have to buy a dime I am just committed to giving this facial experience to 30 women this month and its fun!

What would work better for you the beginning of the week or the end of the week?

Once the date is set: Now, _____ if you would like to upgrade this appointment to share it with a few friends you would receive \$50-\$125 in free products.

Is there any reason why you wouldn't want to upgrade your appt?

New Consultant Power Start Script STUDIO

Hi _____ this is _____ and as you know I decided to start my own business teaching skin care with Mary Kay. My first challenge is to get the opinion of our products from 30 women this month for my training. We are offering Skin Care and Makeover clinics at our professional studio on _____ nights and Saturday mornings and I would love to give you this experience.

You don't have to buy a dime as I am just committed to giving the Mary Kay facial experience to 30 women this month and I think you would really enjoy our studio.

Which would work better for you a _____ night or a Saturday Morning?

Once the date is set: Now, _____ when women are coming to our studio they always ask if they can bring some friends and if that is free for them! The answer is YES and if you bring 2 friends you will receive _____ Free from me.

Is there any reason why you wouldn't want to upgrade your appt?