

Booking Referrals

Hi this is _____ with Mary Kay Cosmetics. I know you don't know me but we have a mutual friend, _____, did she tell you I would be calling? Well her and I recently got together and had so much fun! She had such a good time that she wanted to give you a free facial, makeover and a \$20 Gift Certificate as well. So I was just calling to tell you about it, do you have a quick second?

I have a goal to do 30 faces in 30 days and she thought you would help me and enjoy some pampering!! So all we need to do is find a time that works for both of us, now are ____ or ____ better for you?

BOOK APPOINTMENT

LOCATION

Now the cool thing is that I can come to you or you can come to me (offer whatever you prefer) So which would be better for you? (Get address is needed)

HOSTESS PROGRAM

You can do the facial by yourself or with friends and it's free for them too. Remember I have to do 30 faces so if you want to bring a friend or family member you are more than welcome to!! If you bring 3 other women I will give you 50% off an item of your choice! So ask around and let me know who's gonna join you!

CONFIRMATION

I don't know if you are writing this down so would you rather I email you or text you to remind you of our appointment?

Thanks so much for helping me out, I look forward to pampering you, it's going to be fun!!!!

Booking Winners

Hi this is _____ with Mary Kay, you entered the drawing at _____ and you were my winner-congrats!!! So I was just calling to tell you about it, do you have a quick second? Well you won a free facial, makeover and a \$20 Gift Certificate!!! So you get pampered and then anything that you use that day you get to keep \$20 of it totally free! So we just need to find a time that works for both of us, now are you available _____ or _____?