

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?

Color Certification (used to book 2nd color appts)

Hi _____ this is _____ with Mary Kay and I am calling you with an exciting opportunity. The next step in my training is to become color certified and to do this I will need to give 20 women makeovers this month. You don't need to buy a dime and I can come to you or you can come to one of our makeover clinics at our professional studio. For your experience you will receive a microderm abrasion treatment and a full color makeover (if you wish to give them a color item or some free products I would do that now and say its just for this month). What would work better for you a studio appointment or a personal home appointment?

Once she answers sure then you go with what works better _____ night or Sat morning- Or whatever your home times are

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

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

Fundraising Scripting (Given the right client/person and the relationship you may be able to just go for hostess right up front.)

Hi _____ this is _____ from Mary Kay and we are in the process of our Team up for Women Annual Campaign to raise money for Breast Cancer research and Domestic Violence prevention (or whatever you want to raise money for _____) and for every woman who has a spring facial experience with me I will donate _____. In addition: (insert what it is if there is a hostess contest)

You can have a personal home experience or can attend a skin care or makeover clinic at our studio which would work better for you?

Once the date is set: Now, _____ if you would like to upgrade this appointment to share it with a few friends as it would give you \$50-\$125 in free products. Is there any reason why you wouldn't want to upgrade your appt?

Details

1. You decide how much you are going to donate for each face held- I suggest 1.00 per face
2. When at the appt you can choose to donate 5 or 10 perc of the sale to the foundation and share that you are this will trigger sale
3. Ask the client if she would like to round her sales slip up to the even dollar amount and donate the change as well.
4. Set a goal for yourself this season
5. If you prefer to give to a different charity locally- change the script to fit it

Sharing Appts

Hi _____, this is _____ and I am calling to thank you again for _____ (being a hostess or having a facial with me last month or for being my customer this past year). I am excited about the next part of my business training. My Mary Kay leader is going to show me how to present information about our business plan to 10 women this month.

Mary Kay is not for everyone and likely not for you, however, I would value your opinion. If you would be willing to just listen and give some feedback you will receive a free _____ (I will cover a free color item if they are at my career coffee in front of me) if you wish to offer one to you can say \$25 free we can split or you can offer a half price item) AND your name will be entered to win a \$500 in cash. There is NO obligation at all and will only take 30-40 minutes of your time and is really going to help me with my training.

This week we have _____ or _____. Would one of those times work for you?

If they do not fit in face to face career coffee times or they seem stressed with meeting you live then offer a phone time