

ONLY TEXT SCRIPT you'll ever need, if they say they prefer TEXT
(whether your booking restaurant, rose promo, Facial bag winners just change your script based off of location of where the winner came from)

(1st text)

BRIDAL: Me: Hi Holly this is Brittany on behalf of MK cosmetics preferred vendor with David's bridal. Congratulations you were selected from our entry the past weekend as a honorary bride for the month and won an awesome bridal Prize package please text back confirming I have the right bride and so I can send you all the details and again CONGRATULATIONS!!!

ROSE/ RESTAURANT PROMO

Me: Hi Holly this is Brittany on behalf of MK cosmetics we met last week at (restaurant name) Congratulations you were selected from our entry the past week as our WINNER and won an awesome Facial Prize package please text back confirming I have the right person and so I can send you all the details and again CONGRATULATIONS!!!

FACIAL BAG/ FISHBOWL WINNER:

Me: Hi Holly this is Brittany on behalf of MK, Congratulations I drew your name from the entry bag at (name the business) and you were selected as our WINNER and won an awesome Facial Prize package please text back confirming I have the right person and so I can send you all the details and again CONGRATULATIONS!!!

(follow the following text scripts No matter where they came from)

Once she responds acknowledging you have the correct person I send

Me: Great is it better to text or call you with details?
(if she says call follow the script below for LIVE booking)

99% of the time they say text so I send this in reply....

Ok Great!! If you have questions we can always connect via phone alsoSo congrats You have won an ultimate INSTRUCTIONAL Facial Pampering package for you and up to 5 girlfriends from MK cosmetics . It's completely FREE. It includes a microdermabrasion treatment with our new SKINVIGORATE brush system and lots of other great additional skin softening treatments .As the winner

you will receive a gift card and Special gift bag! Your girlfriends will receive free pampering and a smaller gift bag as well!! And you will all enjoy some Mimosas during the event. Do weekends or weekdays work best for you?

They respond with the best time for them and then I send a reply with my next avail dates either weekend or weekday depending on there response just change your avail based off of there response

Ok perfect well we normally hold our events at our skin care and cosmetic studio in Lewisville and on Sunday afternoons they last about 90 min and the next few avail Sundays I have is the 27th of April or May 4th would either of those dates work for you?

If they need an alternative date just go with what you have ☺ or check with your director on next power day scheduled, once she replys with requested date she wants.

Me: great I have 1pm, 3pm or 5pm avail which do you prefer?

She replies with choice of time ...

Ok great I got ya down and the only thing I need from you is your guest list of attendees so I can reserve your spot, gift bag and gift certificate

First Voicemail:

If working inside DB

Hi _____ this is _____ I am calling because you are actually one of our 20 raffle winners from this last weekend at David's bridal we are so excited for you! Please give me a call back as soon as possible so I can fill you in on the details. . If I don't hear back from you within the next 24-48 hours I will have to select another BRIDE! I Look forward to hearing from you!

My direct line is 000-000-000

Alternative Voicemail

Hi _____. This is _____ giving you a call in regards to one of the bridal prize package on behalf of Frisco (city) Bridal Registry and MK Cosmetics. I need to get in touch with our 20 winners in the next 48 hours so please give me a call

back as soon as possible. My direct line is _____ congratulations again ___ bride name _____

Second Voicemail:

"Hi _____, this is _____ calling a second time in regards to being one of the one of our honorary brides for the month of (XXXX) Today is the last day to get connected before we pass the prize package on to the next bride (as we do have a extensive waiting list). So PLEASE do get back with me as soon as possible, I don't want you to miss out! My phone number is 000-000-0000. If you are at work and super busy feel free to text me back the best time to reach you today. Congratulations again _____ and I hope you have a beautiful day ☺

(NEVER CALL MORE THAN 2 TIMES)

LIVE

LIVE SCRIPT booking in studio (change first paragraph to fit where they are a winner from)

INTRODUCE YOURSELF

Hi is this _____? Hi _____ This is _____ I'm calling because you are one of our 20 raffle winners from the david's bridal this last weekend!! Congratulations! Do you have a minute for me to tell you what it is you won?

Perfect! You are on of the 20 winners for the facial party for you and up to 4 of your girlfriends!!! Have you ever had a microdermabrasion facial?

(if they say yes, say great then you know how awesome and how expensive they are lol)

MOST THE TIME THEY SAY **NO** THEN SAY.

EXPLAIN WHAT THEY WON

OH MY GOSH well since you haven't had one done, it is an amazing anti aging treatment, it is fantastic for preventing acne breakouts, they are typically \$100 plus dollars a treatment in the salons, but with this the best part is its free!!!!

***Its set up a little differently Instead of going to a spa we host our winners at our local studio in the Frisco area. This is designed for a facial party so you and your girlfriends will be together the entire time, no one goes into individual treatment rooms its designed for fun girlfriend time. You will be with the instructing facialst so you get to apply the product yourself controlling the pressure and the outcome of the treatment so if you or any of your friends have sensitive skin it is safe for all skin types. its fantastic! NOT ONLY do you get to do the microdermabrasion facial, you also GET TO try the vitamin C serum, an amazing two step lip softening treatment, and everyone will be custom matched with foundation. The appointment times are about 90 min long everyone gets a goodie bag with freebies! ANNNNND As the raffle winner, you'll also receive a \$20 gift certificate you can use towards any products you use in the facial, there is no obligation to purchase anything, but all products you try will be available at a discount as an added perk which is fantastic! Plus you will be enjoying Mimosas at your apt 😊

BOOK APPOINTMENT W/ DAY AND TIME

So all we need to do is book you for an appointment. We are booking our winners on ___date___ do you prefer a late morning after noon or evening?
Perfect we have you scheduled for ___Day___ at ___time___.

ASK FOR GUEST LIST

So the only thing I am going to need from you is your guest list with the first names of the girls coming with you. I am going to need that by ___give day of that is two days from today_____. DO you text? Perfect I am going to text you your appointment time and then you can just text me back with your guest list by Wednesday. Once I receive your guest list I will send you a confirmation text with the Studio address and directions 😊 do you have any questions for me? Awesome well I look forward to meeting you!

LIVE SCRIPT BOOKING IN HOMES (change first paragraph to fit where they are a winner from)

INTRODUCE YOURSELF

Hi is this _____? Hi _____ This is _____ I'm calling because you are one of our 20 raffle winners from _____ and Mary Kay Cosmetics to win the facial

party for you and 4 of your girlfriends!! Have you ever had a microdermabrasion facial?

(if they say yes, say great then you know how awesome and how expensive they are lol)

MOST TH E TIME THEY SAY **NO** THEN SAY.

EXPLAIN WHAT THEY WON

OH MY GOSH well since you haven't had one done, it is an amazing anti aging treatment, it is fantastic for preventing acne breakouts, they are typically \$100 plus dollars a treatment in the salons, but with this it is free!!!!

***Its set up a little different Instead of going to a spa or salon, we are a mobile service where we come to you!! This is designed for a fun facial party so you and your girlfriends will be together the entire time. You will be with the instructing facialst so you get to apply the product yourself control the pressure and the outcome of the treatment so if you or any of your friends have sensitive skin it is safe for all skin types. its fantastic! NOT ONLY do you get to do the microdermabrasion facial, you also GET TO try the vitamin C serum, an amazing two step lip softening treatment, and everyone will be custom matched with foundation. The appointment times are about 90 min long everyone gets goodie bag! As the winner, you'll also receive a \$20 gift certificate you can use towards any products you use in the facial, there is no obligation to purchase anything, but all the products you get to try will be available at a discount as an added perk which is fantastic!

BOOK APPOINTMENT W/ DAY AND TIME

So all we need to do is book you for an appointment. Do you prefer a weekend or during the week? After you decide the ask depending on your availability do you prefer a late morning after noon or evening?

Perfect we have you scheduled for ___Day___ at ___time___.

ASK FOR GUEST LIST

So the only thing I am going to need from you is your guest list with the first names and phone numbers of the girls coming with you. I am going to need that by

___give day of that is two days from today___. Let them know I will be sending them a quick message profiling there skin making sure they are not allergic to any ingredients ☺

DO you text? Perfect I am going to text you your appointment time and then you can just text me back with your guest list by Wednesday. Ok last thing what is your address? Fabulous Well I look forward to pampering you and your girlfriend on ___date___!

Fish bowl voicemail script

Hi ___ this is _____ giving you a call in regards to being one of our raffle winners from our monthly drawing at ___(fishbowl location) and MK cosmetic. Please give me a call back, as soon as I can so I can fill you in on the details. If I don't hear back from you within the next 24-48 hours I will have to select another winner! Look forward to hearing from you!

Rose Promo voicemail script

Hi ___ this is _____ giving you a call in regards to being one of ladies night winners from our weekly drawing at ___(restaurant location) and MK cosmetic. Please give me a call back, as soon as I can so I can fill you in on the details, If I don't hear back from you within the next 24-48 hours I will have to select another winner! Look forward to hearing from you!

IF you get them LIVE use the SCRIPT above for booking just change toe verbiage to where they won from ☺

Hi Holly this is Brittany on behalf of MK cosmetics preferred vendor with David's bridal. Congratulations you were selected as a honorary bride for the month and won an awesome bridal Prize package please text back confirming I have the right bride and so I can send you all the details and again CONGRATULATIONS!!!