Script to text/message/email with your Launch Pic Invite:

Hey Girl!! I am off the chain excited about something & wanted to connect with you asap...when's a good time??

Text 2: (or call) when she replies... Thank you for responding!! I want YOU to be a part of something very special for me - be my guest for my "official" Mary Kay Launch Party Celebration --virtually! Can I count YOU as a firm YES for some fun & social time virtually

Text 3: upon reply (or if you are talking with her as in text 2, will slide right into this)

The deets are attached ... by reserving your spot, your name will go into a drawing my director Linda will be having...Plus...let's get your name into drawing again by downloading the free app - Mary Kay Skin Analyzer and do the skin analysis and shoot the results to me prior to my Launch Party!! PS. Linda's prizes are "off the chain awesome", and would be so fun for you to be a Winner! Can't wait to get your skin analysis and see you at my Virtual Launch Party Wednesday the 16<sup>th</sup>!

## \*If she is NOT available for your Launch Party, here's how you book her:

I'm so disappointed you can't join us, but no worries! I am in the process of becoming certified with my MK and it requires that I showcase one of our skin care systems on 30 faces in next 30 days...I need your face and your opinion girlfriend! I promise I'll give it back! LOL Any reason I couldn't give you a quick guided "DIY" facial in next 10 days? (either virtual or in person) As a Thank you, I'd love to gift you with one of our coveted swag bags....they're super fun and fab! Which works best for you--weekday or weekend? Pinkly,