Script for booking your 1st 30 Faces Power Start:

"Hi _____. This is _____. Am I catching you at a bad time? You'll never believe what I am doing. I'm a new Consultant with Mary Kay Cosmetics and I am so excited! Have you tried Mary Kay or have you used it before? Do you currently have a Consultant you are working with?

Well…my first goal is to put Mary Kay on 30 faces in my first month of business. So…yes…I need to borrow your face and a few of your good friends faces too! **I would really appreciate your help. You can have up to 6 people at your party.**

She says: I'm too busy…you offer to have it at your house…send the e-vites for her…work around her schedule and remind her that it take 2 hours max...you need to stop and let me pamper you for just a bit!

She says…I use Brand X…Great…I would love to get your opinion!

She says…I already have a Mary Kay Consultant…Great then you already know how great this is! We do not take each others customers, however, you can still have a party and invite some of your friends who do not have a Consultant!

She says…I don't want to do a party…Great! Then let's get together just the two of us.   If your mom(sister, etc.) wants to join us, that is ok too!

She says…maybe in a few months…in order for it to count for this first goal we need to do it in this first month. How about just the two of us getting together?

Which is better for you…daytime or evening? Evening or weekend? Tuesday or Thursday? 7 or 7:30? And you book her!

Script for Pearls of Sharing Business Marketing Training:

"Hi _____. Guess what…I have just become a Mary Kay Consultant! Have you used Mary Kay or tried it before? One of my first goals is to tell 6 people the Mary Kay Business Marketing Plan.. This is how I learn to share the information. I know that this probably is not right for you, but my Director told me to just ask people I felt comfortable with. It will take about 45 minutes and I would really appreciate your help! When would be best for you…daytime or evening? Evening or weekend? Schedule her.