

Booking Dialogues

Fish Bowl/Bridal Show

Hi, is _____ there? Hi _____ this is Tina with MK cosmetics and you entered a drawing I had at _____ on Saturday, I'm calling because you are one of the winners!!! You won a pampering package for you and up to 5 of your friends and \$20 in free product. What a pampering package includes is a facial, a teaching make-over and satin hands treatment. You can do this alone or if you know of anyone else who would like to be pampered, you can have up to 5 people join you. All we need to do now is set up a tentative time that you think might work, where we can get together. Is day or evening better for you? I have _____ or _____ available. Great!!

Power Start

Hi _____ this is Tina, how are you? Great, The reason why I'm calling is I'm so excited!! I just started a business teaching skin care with Mary Kay and as part of my training I need to do 30 faces by _____ (or if you are not new say I just accepted a new challenge from MK to do 30 faces by _____). I am supposed to call the most supportive people I know, so I immediately thought of you!! Is there any reason why you couldn't let me borrow your face, I'll give you \$10 in free product just for helping me out? Great I have _____ or _____ still available, which is best for you?

You know _____ if you know of anyone else who would like to be pampered, I can do them at the same time and I will give you \$5 in additional free product for each person you have there.

Interview

Hi _____ this is Tina with MK, how are you? Great, the reason why I'm calling is I am moving into management with MK and as part of my training I have to listen to my director give information about the company to 10 people by _____. You are so.....(give her the reason why you think she would be good in MK ex- good with people), you would be a perfect person for me to practice on! Is there any reason why you couldn't help me out, I'll have a great gift for you? Great we have _____ or _____ available.

Guests

Hi _____ this is Tina with MK, how are you? Great, the reason why I am calling you is I need a face model for my meeting. You have such...(give her a sincere compliment ex- such great eyes), I thought you would be perfect!! Is there any reason why you couldn't come with me on Tuesday, I'll have a great gift for you?