

# BOOKING SCRIPTS

## **New Consultant Text to friends/family:**

Hi \_\_\_\_\_! I'm excited to let you know that I've decided to start a side hustle as a Mary Kay beauty consultant! I'm loving all that I'm learning about the amazing products we provide, and I need to practice teaching how to use them on 30 faces! Could I borrow yours? It would help me sharpen my skills and I promise I'll return your face in even better shape than I found it! :) It's free and there is absolutely no obligation to buy a thing. Is there any reason why we couldn't get together for about an hour so I can show you what I'm learning, get practice teaching, and to get your opinion on the experience? If you have any friends who would like to join you, I'll have a gift for you as well for helping me reach 30 faces faster! All you need to do is reply back "yes" and I'll send you more details!

When she says YES:

Great! Are weekdays or weekends usually better for you? *(Meet at her home, your home, the studio... wherever you want! Always offer two different days/times for her to pick from...if you tell her to let you know when is good for her she likely never will!)*

## **Facial Jar/Box leads:**

Hi there Sandra! This is Kristen Vick with Mary Kay Cosmetics and you entered your name in my jar at Dr. Branam's office to receive a complimentary MK makeover & pampering session. I'm so excited to meet you! Let me know if you'd like to redeem your MK skincare and glamour session. All you need to do is reply back "yes" and I'll send you more details 😊

When she says YES:

Great! You'll experience a guided facial with MK skincare formulated for your skin type along with a detoxing charcoal mask treatment, and a simple beauty glamour tutorial. I have a beautiful studio in Walbridge I hold my appointments at. Are weekdays or weekends usually better for you?

## **Referral from a customer leads:**

Hi Angie! This is Kristen Vick with Mary Kay Cosmetics. I don't think we've met yet, but your friend Nikki Peters and I got together recently at my studio for an MK girls day out, and she thought of you as a lady in her life that she wanted to bless with a free MK facial and glamour experience. 😊 Would you like to set up a time to take advantage of that gift from Nikki? All you need to do is respond "yes" and I'll send you more details! :)

When she says YES:

Great! You'll experience a guided facial with MK skincare formulated for your skin type along with a detoxing charcoal mask treatment, and a simple beauty glamour tutorial. I have a beautiful studio in Walbridge I hold my appointments at. Are weekdays or weekends usually better for you?

*\*I usually meet with new people at the studio because it's a safe, neutral space. If I have met someone, before I usually offer coming to their home. Do what you're most comfortable with!*

*\*\*These are baseline suggestions. Tweak each script as necessary to fit your personality and what sounds most like your style!*