Friends & Family/VIP Call

You can record the conference call by pressing \*9 and entering your 4-digit subscriber pin

Get a Reservationless Dial-In number &

Access Code:

**For New Consultants i**nvite them to do a “Friends & Family” Call with YOU to earn their Pearls of Sharing – this is a private conference call just for them and up to 10 guests. Pick the date/time and give them this script to text or say to invite their F&F:

Hi!!! I am so excited! I just opened my Mary Kay business, and part of my training is to have 10 friends and family members hear what I'm excited about! You are one of my TOP TEN because you mean so much to me.

All you have to do is give me 30 minutes of your time on a phone call tonight at 9PM CENTRAL My business coach Jeanie Tamborello will share some Fun Facts and all you have to do is listen so I get credit. Thanks in advance and I appreciate you!

**For an existing consultant moving into leadership**, you can handpick your movers & shakers, call them to tell them you’ve CHOSEN them, book a time & follow up with this text:

Abby, I'm so excited to do an exclusive friends and family call with you!! For gals that you text to invite, here's a text you can use as a text or a script – just personalize💋:

Hi!!! I am so excited! I am moving into leadership in my Mary Kay business, and part of my training is to have 10 friends and family members (or fave VIPs) hear what I'm excited about! You are one of my TOP TEN because you mean so much to me.

All you have to do is give me 30 minutes of your time on a phone call Monday at 7:30pm CENTRAL. My business coach Jeanie Tamborello will share some Fun facts and all you have to do is listen so I get credit. Thanks in advance, and I appreciate you!

**\*\*At the time of booking the call** I ask the consultant to send me a quick bio including

1. Why she said yes to MK
2. What she’s already found rewarding as a result of her business
3. Where she’s going NEXT in her business

And I immediately get off that call with her and create a pic collage with her pic, the exclusive conf call number & access code, and the time/date of the call. We both have homework :-). I text her my pic collage and she texts me her bio!

**Before the call I have the consultant tell me who the guests are they have invited and why they picked them.**

**Call outline:**

1. When open I share how we met and that my goal of the call is to get the know the ppl she loves and share some quick facts about Mary Kay to help her with her training. Share about what the consultant’s next goal is – how they’ve helped with that already, how they can be a part of the next win. (i.e. power start, pearls of sharing, red jacket, etc.)
2. I ask them to listen to the end for the “password” and text me the call password so she gets credit and earns her pearls (or monthly challenge for a VIP call). (the password is going to be a number :))
3. Meet each guest QUICKLY – name; profession; dream
4. I share the consultant’s bio; a little about me but mostly “weave” my story into the business facts using this VERY simple marketing plan:
5. Close with the cost of the starter kit and 90 % buy back and offer a signing bonus..
6. At the end they text me their name and 10, 6 or 1
7. Is I'd love to run with her and make extra money and discounts

6 is I'm interested BUT, I have some questions ....schedule a private follow up

1 is I'm excited to be one of her first / next customers and I will book a party / class to help her meet my friends

Then IMMEDIATELY respond to:

10 – get the agreement link to her and then the welcome

6 – ask if she has a few minutes right then; or book a time for a private interview in the next 24 hours

1 – book the party(best) or attendance at debut

TA-DA!!!!!