



Perfect and Power Start Booking Script

Use the Perfect and Power Start tracking sheet provided to make a list of all those who you know that you would like to share Mary Kay products with and get you started with your business. Then use this script to get their appointment scheduled:

“ Hi ___this is _____ I’m so excited, I’d love to tell you what I’m doing. Do you have a minute? I am a consultant with Mary Kay Cosmetics and I just went through our training. I have a goal to complete 30 faces in the next 30 days. Is there any reason why we couldn’t get together and you could loan me your face and I could get your opinion? You will really be helping me out. (Wait to hear her response) Great. Which works better for you during the week or the weekend? (Then give her a choice of day.) Would 6 or 7 work better.(Or give her a choice of times) Great I’ll see you _____ at _____. It’s just as easy for me to do 4 or 5 as it is to do 1, is there any reason why you wouldn’t like to invite some friends and earn some free product? Great. I really appreciate your help toward reaching my goal of 30 faces and look forward to seeing you on _____ at _____ .
