

## WARM CHAT

Can I ask you a question? Would you ever let me borrow your face and practice on you? I have to do 30 faces a month with my Mary Kay.

I'm always looking for a new face and you'll get a free gift when I do your face. You don't use Mary Kay, do you?

Great! What's your name and phone #

## CALLING BACK THE WARM CHAT

Hi Suzie, this is Debbie, I don't know if you remember me but I met you @ \_\_\_\_\_ and you gave me your name & phone #. I told you I would call you to see if I could borrow your face (at one of my MK training classes).

Are you busy tomorrow? Is there anyway you could help me out? You'll get to use your gift card and you'll get an extra gift if you bring a friend.

May I call you tomorrow and remind you?

## REFERRAL

Hi Suzie, this is Debbie. You don't know me and your gonna think this sounds crazy. Your friend \_\_\_\_\_ gave me your name and number. She came to one of my Mary Kay parties and thought that you might let me borrow your face because I have to do 30 faces a month. So, I just needed to know if you would ever in your wildest dreams be able to help me out and let me borrow your face and practice on you?

(You'll get \$10.00 in free product just for letting me do your face and \$15.00 if you invite a friend to do it with you)!

## CALLING REFERRALS – alternate script

Hi, \_\_\_\_\_ this is \_\_\_\_\_. And you don't me, but we both know \_\_\_\_\_. And the reason I'm calling is because she was over the other day and let me borrow her face for my contest with Mary Kay! We had a great time and I asked her if she would give me names of her friends that are fun and nice and you made the cut! (they laugh usually) Do you have anyone that takes care of you with Mary Kay products currently? Well – I wanted to see if I could possibly borrow you for a short time of about 60 minutes and get your opinion of our updated MK product line and pamper you all at the same time! What do you say is there any reason why not?

What works for you... this week or next, beginning or the end, 4 or 5pm Re-confirm and say- "oh – by the way – I have room for 3 or 4 at the table so if you want to ask any girlfriends or family, then I'll pamper them too! I'll call you back on \_\_\_\_\_ to see if you have anyone joining you at that time and to get/give directions. I'll also find out more about your skin so I have the right things together! Thanks again and we'll talk on \_\_\_\_\_.

(you may want to get an email and alternate number at that time too)