

WORDS THAT WORK...Phrases that pay...

Asking for the appointment:

As part of my training my director has asked me to do 30 faces in 30 days...

Is there any reason why I couldn't borrow your face within the next couple of weeks?

Or

Would you be offended if I asked you to be a before and after model for me?

Booking as a result of a winning a prize:

I'm excited to tell you that your name was picked as one of our winners and you have won a free pampering session and your choice of cheek color or lip gloss. Which did you prefer?

Scheduling the appointment:

I'm scheduling appointments for this week or next week, which is better for you?

Would you prefer ___ (day) or ____ (day)?

Turning it into a party:

If there was a way for you to get \$40-\$50 in free product, would you want to know about it?

When you have just 2 friends share your appointment you can get.....

Getting a preliminary guest list:

To keep this simple for you, do you have just one more minute so we can brainstorm real quick on who you'd like to invite?