

# Booking Bag

## What you need:

- booking bags
- TimeWise Samples
- Business Cards
- Candy (optional)

Put the TimeWise sample, business card and candy (optional) in the booking bag. Seal the bag and you are ready to begin booking!

## Step 1:

Approaching Script: Here are several things you can say to pass out the booking bag.

- Has anyone ever taken the time to offer you a complimentary Mary Kay facial?" See what she says and say "Is there any reason why I couldn't get your opinion of our skin care?" Hand out the booking bag.
- To a cashier or salesperson " You have been so nice, I'd like to offer you my business card and a sample of the #1 Skin care in the U.S. Is there any reason why I couldn't get your opinion?" Then hand her the booking bag.

## Step 2:

Get her name and phone number and let her know you will be following up to get her opinion on the products within 24-48 hours. Tell her you are looking forward to her opinion.

## Step 3 :

Follow up Script: Within 24-48 hours you will want to follow up with your prospective customer. After that time frame if she doesn't have a consultant and you haven't followed up, she is fair game to another other consultant who might also approach her.

When you call say: "Hi \_\_\_\_\_ This is \_\_\_\_\_ with Mary Kay, do you have a minute? It was so nice to meet you at \_\_\_\_\_ the other day. Have you had a chance to try the TimeWise Skin Care? ( wait for response) Great! There are just a few questions I would like to ask you to get your opinion. ( Ask the questions on the TimeWise Survey sheet). Thanks for your opinion. Is there any reason why you wouldn't want to join me for some pampering and try our additional products? Great! Which works best for you during the week or the weekend? During the day or the evening? ( Schedule her appointment. You may need to modify your questions based on the times of day you have chosen to work your business).

## Step 4 :

Praise yourself for getting out of your comfort zone and passing out the booking bag.

You may also want to follow up with a Thank you postcard thanking them for their opinion and tell them you are looking forward to their appointment on \_\_\_\_\_.