



Booking Scripts

For New or Existing Beauty Consultants

Power Start Booking Script

"Hi Sally, this is Julia your Mary Kay gal, do you have a minute? Great! I am so excited!! I have been challenged to get the opinion of 30 women of our HOT new fall/holiday products and new luxurious skin care line, and I really value your opinion! Is there any reason why I couldn't stop by for a few minutes and get your feedback? Great, what would work better for you, an evening or a weekend?

Makeover Contest

Hi Sally, this is Julia your Mary Kay gal, do you have a minute? Oh my goodness, I am sooooo excited, have you heard about Mary Kay's makeover contest? I would love to feature you in this contest... with your gorgeous face and my amazing products I know we can win this. You will be eligible to receive a trip to LA for 2, \$500 for a new wardrobe, and a professional makeover, be a part of a studio audience for a TV show and a charitable donation of \$2000. All we have to do is a before and after picture to get you entered!!! What would work better for you, an evening or a weekend?

Referrals

Hi Sally, this is Julia... we have a mutual friend in common, Pam. I am so excited, I just treated her to an amazing skin care and color makeover. We had such a great time and she has given you the gift of an awesome facial pampering session and a \$10 gift card. Doesn't that sound wonderful? It's yours free as a special gift from Pam. I would love to pamper you, what would work better for you, an evening or a weekend?

Facial Boxes

Hi Sally, this is Julia, I am calling in regards to the drawing that you entered at the nail salon!!! Congratulations!!! You won a skin care and color makeover and a \$10 gift certificate. You will be treated to a hand and lip treatment and amazing skin care color! I hold appointments on evenings or weekends, which would work better for you? Great! It's always so much fun when you have a few friends join you? Who can you think of that would enjoy some pampering? Great, I'll call you in 2 days to get your guest list.