

Michelle Magic Scripts-

The New Consultant Script: Hi Kaytie! How are you? Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free facial in my first month. Basically you get a satin hands treatment, an anti-aging facial plus expert foundation matching. Any chance you could be one of my 30?

Great! We pick a one hour window that works best for you. I have an opening on Thursday at 6:30pm or Saturday at 11am. Do either of those work for you? (only give two options) You nail down a date.

You then say this, "Okay you are confirmed as one of my 30 pampering sessions this month on Saturday at 3pm. YOU ROCK! Oh...and you can invite 2 - 5 others to join you (it would help me get to 30 faster too) and I'll totally hook you up with free products for doing that. Whatcha think...got anyone that might want a free facial too?"

New consultant Text-

Hi Kaytie! How are you? Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free facial in my first month. Basically you get a satin hands treatment, an anti-aging facial plus expert foundation matching. Any chance you could be one of my 30?

Selfie Contest-

Here is the flyer that I mentioned in today's call! Hi _____! It's Selfie January! Totally random, but any chance you could be model for my Selfie portfolio?!? you get to try tons of Mary Kay products, and be entered into a drawing for \$50 in cash! What's not to love? You game my Selfie Sister?!? (Thanks to Mary Ellen on my team for her fabulous script! It works!!)

This one has a ONE out of 5 BOOKING RATIO!!

Hi Sarah, This is Michelle and I don't think we've met but Sarah Smith gave me your name. I have a favor to ask..... (send this text and I wait for a reply and if they don't reply in 20 minutes, I send the second part)

Sarah is so sweet! She is helping me with a huge "Company Name" contest. I am trying to earn a trip to Nashville! I have to do 100 free facials this month to earn that. I'm running out of people I know so I have resorted to texting complete strangers, LOL! She thought you might be adventurous enough to lend me your face and you get a free gift. Can u help me out?

She says: YES!

Great! So we pick a one hour window that works best for you. You will receive a satin hands pampering treatment, an anti-aging facial, plus expert foundation matching. I hope appointments at my studio in Westlake. (or if you prefer to travel, say, And I travel to you!) Do you prefer a weekend or a weekday appointment?

She Says: Weekend! Great looks like I have this Saturday at 11am open. Would that work for you?