



Only booking script you will ever need!

This booking script will cover every booking opportunity!

"Hi _____ This is _____ Calling Do you have a quick minute?"

I am so excited about a decision I have made! I have decided to.....

- 1) Start/Build my own business with Mary Kay Cosmetics
- 2) raise money for the Mary Kay Ash Charitable foundation which supports causes affecting women
- 3) Promote myself into mid-level leadership
- 4) massively grow my business this (week) (month)
- 5) take on my Directors challenge

What I need to do is:

- 1) get opinions from (#)15 women of my party presentation and products over the next (timeframe)
- 2) hold 20 parties either virtual, in-person or over Facebook so I can reach my donation goal of \$_____ dollars
- 3) hold career chats with 5 of the sharpest women I know this week to learn how to share the company information with others

Is there any reason why you couldn't:

- 1) let me borrow your face and get your opinion? I will have a great gift for you!
- 2) allow me to pamper you and some of your friends with a totally complimentary pampering session? That would put me in a position to offer you anything you want at ____% off!
- 3) get together with me and my director either over a cup of coffee or over Zoom so we can go over the information with you? My director will have a free lip gloss or lip stick for you and you will get in our unit drawing for \$500 CASH in November when we hit our goal of 100 chats! There is no obligation for listening and you have nothing to lose and maybe \$500 dollars to gain! LOL

When she says yes give her 2 choices: "Would either _____ day or _____ day work for you? "Would _____ (time) or _____ (time) be best for you?"

When booking parties ask: "(name) Who do you know that could use some pampering? I can just as easily do 4 or 5 faces as I can one; and we could make it a besties party! In fact you could earn FREE product from me if your besties join us."

Great, I will call you tomorrow to get the name of your besties joining us so I can get them their pampering products **(when doing virtual) Or** so I can find out about their skin to pamper them!

It is best to practice this script until you can make it feel like your own, and it rolls off your tongue! Booking is the lifeline to our businesses; so when we can keep our datebook full, our checkbook will be smiling!!!!

