

To be a guest at your live event:

“ Hey ___, this is ___, did I catch you at a good time? Do you have a quick minute? I’m totally excited: I just started my business with Mary Kay! (IF NOT NEW, edit this to *“I am kicking off my Spring/Summer/Fall/Winter/Holiday – you choose - skin care portfolio”* (If she responds negatively, say...)

“I know it sounds crazy but I think it’s going to be really fun!”).

The first phase of my training (*or to design my Spring/Summer/Fall/Winter/Holiday – you choose - portfolio*) is to practice (*schedule*)

on 30 faces in 30 days. It’s not a selling appointment but more of a training appointment.

I thought of you because you are such a ___ (hard-worker, devoted mom, etc) and deserved a quick pampering.

You get a 3D Miracle makeover with a deep cleansing charcoal mask.

If I were to send you/drop-off a Personal Pampering Pack, would you be one of my practice faces?

Once she says yes, say

“GREAT!” then ask her to open her calendar so you both can find a date that would work for you.

“Hi ___, I just started my business (*I am kicking off my Spring/Summer/Fall/Winter/Holiday – you choose - Mary Kay business*) with Mary Kay Cosmetics and have been challenged to listen to my Director share the Perks &

Benefits of our Mary Kay business with 6 of the Most Influential & Professional woman I know. I couldn’t help but think of you!

Don’t worry, a Mary Kay business may not be for you and that is ok! I just need to learn how to answer questions about a Mary Kay business with a live person. If you were to receive a special gift, would you help me complete my orientation call? It would take about 30 mins with my Director. Great! Thanks so much!