

BOOKING SCRIPT FOR A 10 SHOW WEEK

“Hi, _____. This is _____. I am so excited!! The reason I'm calling is that Mary Kay has challenged us to have a "10 show week" in AUGUST and for helping me complete this goal I'm offering more than I have ever offered before, up to \$100 in FREE PRODUCTS!! (or whatever you have chosen) Is that something you could get excited about?

(pause for answer, continue if "yes")

Great!! Here's how it works. Just for partying with me and having 2 friends you have a SHOT at \$100 FREE. I'll send you the details on that. Sound good?

Great!! Grab your calendar and let's set a date.

(pause for answer, continue if "yes", book appt. by giving 2 choices of day/time, get her email address to email SHOT flier or snail mail)

_____, I want you to know that you can count on me, rain or shine, and I will do everything in my power to make sure you and your friends have a great time!! Can I count on you?

Great!! I will call you within the next 48 hours to get your guests' names and numbers. Thanks again, _____ for booking your show and being one of my star hostesses during this special time! I won't forget your support and belief in me!!”

Tweak this as needed. Some of these words like GREAT can be changed to whatever feels comfortable for you to say!! Just remember the excitement!!! And SAY WHAT YOU WOULD NORMALLY SAY!! :)