

# 2 Great Booking Scripts

by Jennifer Semelsberger

## **Booking Former Hostess:**

I really need a favor my director told me that I need 3 more classes for next week. I hope you had fun with me when you were a hostess. Did you have fun? I was calling to see if you knew 3 people that could help me out.

(9 times out of 10...the former hostess will say “can I host another class for you?”) or she will give you referrals.

## **How to Book Someone Who has Never been a Hostess for You:**

Hi Sarah, this is Wendy (few seconds of chatter). Let me tell you why I'm calling. I am in training to become a Master Mary Kay Beauty Consultant and I'm so excited. As part of my training, and to establish myself with the Company, I must have at least 8 confirmed hostesses on my datebook. Our Company strongly suggests that we be very selective about our hostesses as they are literally the foundation of our business. (don't stop talking). Some of the qualities they told us to look for when selecting our hostesses were those such as outgoing personality, friendly, likes people, and is interested in the way she looks. And you know Sarah, I immediately thought of you. Tell me, is there any reason why you couldn't be one of my 8 hostesses? (Keep talking.) I think you'd be great! All you have to do is let me give you and about 4 or 5 of your friends a facial; it's lots of fun and you learn a lot about skin care including Microdermabrasion and our new Serum C+. (Again, do not stop talking.) When would be the most convenient time for you, next week or the following week. (The psychological point behind this is that you have put it on a professional basis as you are in training.)