

David Cooper's 40 Second Customer List Booking Script

"Hey, _____ this is _____. I am SO excited!!! Do you have just a minute? I am having one of the best and happiest days since I started doing Mary Kay!!! I am trying to hold more parties in the next 10 days than I have held in any 10 day period since I started doing Mary Kay!! It could be a state record!!!!!! It's so easy to get guests there ...all you have to say is "Come as you are and you will leave looking like a star!" With 8 guests there, you'll get \$80 in free product. Actually, you will get \$10 per guest in free product as long as you have at least 4 guests there up to a maximum of 8 guests. So, with 8 guests you get \$80 in free product. Wouldn't that be AWESOME? I appreciate you having a party but I want to make it the easiest for your schedule. Would you rather have your party during the week, during the weekend, or right after the weekend may be easiest for you, whichever is the easiest for you will be fine with me.