



DESERTED ISLAND



FOLLOW-UP SCRIPT

“Hi _____ my name is _____. You don’t know me but we have a mutual friend _____ (person that wrote their name). I am a professional beauty consultant with Mary Kay Cosmetics and _____ and I go together recently and had a great time and when I asked her to name the names of the women that deserved to be pampered like she was, you were at the top of her list, and she signed you up for a \$10 gift certificate. Is there any reason why you wouldn't want to get together at your convenience, be pampered and spend your \$10 gift certificate?”

“Great! What works better for you? _____ Or _____
_____?”

(You can make it a facial or try and turn it into a class by saying the following...)

“Great! Now I know these things are always a little more fun with a friend or tow so if you can think of anyone that you would want to join us, please feel free to invite them. For each friend over 18 that joins us, I will add \$10 to your gift certificate. Is there any reason why you wouldn't want to invite some friends to get some more free stuff??”