

Hi _____ this is _____ with Mary Kay, Do you have a minute? Great!

I'm taking my husband to LA in January, and am earning the money to pay cash for it! To do that, I need to work with 20 women this month, trying out our Holiday Glamour line! It takes about an hour, and there's no obligation to buy, but you would have the chance to try something fresh for the holidays, and get a \$10 gift certificate to use for FREE Christmas gift! Would there be any reason why I couldn't borrow your face?

Great! What works best for you this week or next? Ok, _____ day or _____ day? _____ time or _____ time?
Great, we will do _____ at _____! I will be there 😊

Now, to help me reach my 20 faster, if you would be willing to have a couple ladies join us, you can do You + 3, and get \$40 free, or You + 5 and get \$75 for your Christmas shopping! Are there some ladies you think might want to come?

Awesome. I will let you check with them, to see who thinks they can come, and I will check back with you _____ (in 2 days) to get the names and numbers so that I can verify their skin types and be prepared.

Thanks so much! Talk with you on _____.