

## **NSD Jan Thetford's Booking Script**

Hi \_\_\_\_\_ this is \_\_\_\_\_ . Do you have a quick minute? One of my jobs as your MK consultant is to give you a seasonal update & now is the best month to do that because the weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a new look makeover and I would love to spend some un--rushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, evening or weekend? You know what? We have some **BRAND NEW** and exciting products being released and I will give you one for **FREE**... and that's \$ worth of product for free... (or some other product or your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on (the date selected). Who do you think you will ask?