

Scripts to Prevent Postponements & Cancellations

Hostess of a Skin Care Class

 (Hostess Name) , I am so excited about your party on (Date and Time) -. We are going to have a GREAT time and you are going to earn lots of FREE prizes! I will work very hard for you at your appointment.

 (Hostess Name) , I want you to know this is my business and I take it very seriously. This is my livelihood! You can count on me to be there, rain or shine. Can I count on you?

Consultant: If you talk first, you lose! Be quiet and wait for hostess to respond.

Facial

 (Name) , I am so excited to have the opportunity to pamper you on (Date and Time) -. We are going to have a GREAT time! (Name) , I want you to know this is my business and I take it very seriously. This is my livelihood! You can count on me to be there, rain or shine. Can I count on you?

Consultant: If you talk first, you lose! Be quiet and wait for her to respond.