

Pre-profile Questions



You'll need to call your Hostess to get the names and phone numbers of each guest that is coming to her class!

You'll need to call each of the guest and ask these questions:

Hello this is _____, the Consultant doing Hostess' Name Mary Kay party on date and time of class! Do you have just a quick minute? Hostess name told me that she had invited you to come over for a facial & makeover, are you going to be able to attend? Great! I need to ask you a few questions so that I'm more prepared for the party!

Have you ever used Mary Kay before!

If yes . . . do you currently have a Consultant? Who?

What is your Skin Type: Dry Normal Combination Oily

What one thing would you get excited about Learning at the party?

If for some reason you can't attend the party, would it be ok if I call you back for a one-on-one appointment so I can teach you about whatever she wants to learn.

Great! If you can't come would you please call me or hostess name so they we will not hold up the party!

Also, I wanted to tell you that you are under **no obligation to buy anything** . . . but if you're tempted, I will bring products with me!

Thanks I'm looking so forward to meeting you . . . we'll have a great time!

AFTER YOU CALL ALL THE GUESTS, YOU'LL WANT TO CALL THE HOSTESS BACK AND TELL HER WHAT EACH GUEST IS EXCITED ABOUT LEARNING . . .

YOU'LL BE SURE TO HAVE A GREAT PARTY!