

Script to call your Customers and Friends you haven't pampered yet:

Hi _____, it's _____ with Mary Kay. Do you have a quick minute? Great, I am calling with some really exciting news. I'm in a HUGE contest to build a Model Portfolio and I would love to feature you as a model in my portfolio. Is there any reason why we couldn't get together in the next week or two so I could pamper you with a new mineral make-over - it only takes about 30 minutes? Great, would you prefer a weeknight or weekend? This week or next? Okay, I have you scheduled for next _____ at _____. Listen _____, because my goal is sooo BIG do you have a friend or two that could join you? It would really help me reach my goal. Thanks!