Script for 5 New Recruits!

- **List 40 names of women– start with customer profiles, etc.**
- **20 will agree to listen.**
- **5 should join!**

Whichever one applies to you!

"_____, I have been chosen for a (middle management or management) in Mary Kay Cosmetics. As part of my training I need to share the Mary Kay story with at least 10 sharp women in the next 10 days. This is where my Director presents the Mary Kay story, you listen, and I take notes. You are under no obligation whatsoever. In fact, we don't want anyone in Mary Kay that doesn't want to be. You will receive a $10 gift certificate just for listening, and it will only take between 15 to 20 minutes of your time over a cup of coffee or lunch. Can you help me out? My Director is available on _____and _____. Which date is better for you?"

Be quiet until she speaks. Answer her questions and put her at ease. Make sure to schedule the appointment right then (on the spot… not later). Make sure you get all her phone numbers. Thank her! Do NOT try to sell her on the company and DON'T keep her on the phone. Resist the temptation to give her facts right then. That is your Director's job.

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