

## **TEAM BUILDING SCRIPTS:**

### **1. After a Skincare Class-**

*“Has anyone ever talked to you about having your own home-based business on the internet? I’m currently building my team and looking for women who would love to earn some extra income and have an online shopping service with Mary Kay.”*

### **2. Warm Chat-**

*“Excuse me, ma’am. I would just kick myself if I did not provide you my card. You are super sharp and look like a woman who takes charge. What is your career background? I am a future leader with the Mary Kay Cosmetics and we’re looking for women to go into leadership with our company, teaching and training their own sales force. Also, to have part-time businesses on the internet. I rub shoulders with numerous women earning over six figures who still have a life! I’m trained to look for certain qualities in women that would make great leaders & you caught my eye. You know, it doesn’t hurt to keep your options open. Do you have a business card? Well, here is mine. What is your office number? Great! I’ll be in touch.”*

### **3. Referrals-**

*“Judy, I am so pumped! I just got off the phone with my Director and she feels that I have the potential to be the next Director in our Unit. The reason I am calling is, I need your help. I need to expose 100 women this month to either my personal website, or to try our revolutionary age-fighting skincare, or listen to some facts about having an internet business from home with Mary Kay Cosmetics. Who do you know that would be willing to do one of these three things... with NO obligation – opinion ONLY!! For every name you provide me that develops into an appointment you’ll receive \$5 off your next order!”*

### **4. Referral Call-**

*“Hi, Kelly. My name is “Megan Millionaire”. You don’t know me, but we have a mutual friend/business associate, “Greta Go-Give”. I am in leadership training with Mary Kay Cosmetics and we’re expanding our Area here in Madison. We are looking for women to go into leadership positions to train and mentor other women or have a part-time internet business. “Greta” indicated that you have phenomenal people skills. This may or may not even be for you, but you know, it doesn’t hurt to stay current and keep your options open. I’d love to meet you for a power coffee and give you the facts.”*