

## Text Booking Scripts

### 1.

#### General Script:

Hi \_\_\_\_\_! I'm n a contest w/Mary Kay 2 have 15 women, this week & next, try r Award Winning TimeWise Skin Care Line & get their feedback. I wanted 2 give U a FREE GIFT if U will try it 4 me. It's Fun, Free, & No Obligation! Can I borrow U 4 this? God Bless, Casi

#### For Brand New Consultants:

Hi \_\_\_\_\_! I'm So Excited! I've just started my own Mary Kay business & I really need ur help! I need 2 practice & get women's opinion on r Award Winning TimeWise Skin Care Line. I wanted 2 give U a FREE GIFT if U will b a pract. Face 4 me. It's Fun, Free, & No Obligation! Can I borrow U 4 this? God Bless, Casi

#### Referral

Hi \_\_\_\_\_! U don't know me, but I'm friends w/\_\_\_\_\_ & I need a favor & she said U were really nice & might help me out. I'm n a contest w/Mary Kay 2 have 15 women, this week & next, try r Award Winning TimeWise Skin Care Line & get their feedback. I wanted 2 give U a FREE GIFT if U will try it 4 me. It's Fun, Free, & No Obligation. Can I borrow U 4 this? Plus, \_\_\_\_\_ will get a gift as well. God Bless, Casi

#### Warm Chat

Hi \_\_\_\_\_! U may not remember me, but I met U @ \_\_\_\_\_ & I need a favor & U were really nice & I thought U might help me out. I'm n a contest w/Mary Kay 2 have 15 women, this week & next, try r Award Winning TimeWise Skin Care Line & get their feedback. I wanted 2 give U a FREE GIFT if U will try it 4 me. It's Fun, Free, & No Obligation! Can I borrow U 4 this? God Bless, Casi

### 2.

#### When they reply...."Yes"

GREAT! Thank U so much! We can do this 1 of 2 ways. It can just b me & U, OR, u can invite some girlfriends 2 join u (free 4 them) & n doing so,...U will earn a 2 GIFTS instead of 1. Which do you prefer?

#### If they reply...."No"

No problem. Do u know of anyone who would b interested n a Free Facial that would b willing 2 help me out? In fact, if u can give me @ least 5 referrals 2 help me, I would Love 2 give u a GIFT 4 helping me n that way.

### 3.

#### When they reply...."Just me and you"

Sounds Great! I have Tues. Night, the \_\_\_\_\_ at 6:15 or Sat. morning, the \_\_\_\_\_ at 9:30. Which works best for you?

- For individual facials, always offer your Weekly Event or Glamour Shots as an option. That way you can book several individuals for that same time...making the best use of your time.

#### When they reply...."I would love to invite my friends"

Perfect! What works best 4 u, during the week or on the weekend?

- Always give them 2 options. For Ex: If they say on the weekend is best, you can then say,..."I have Sat the \_\_\_\_\_ at 10am or 2pm. Which do you prefer?"