

BOOKING A PRACTICE INTERVIEW

Hi, _____. This is _____. I'm EXCITED....and I'm calling to ask if you can do me a huge favor. I'm at a point in my Mary Kay business where I am ready to move into a management position!

So....as part of my training, I need to observe my director sharing our business plan with five sharp women. She asked me to think of the five women I think most highly of, and you were one of them! Now, this doesn't mean you have any interest in Mary Kay yourself. It just means that you are willing to help me with a practice interview to develop my interviewing skills....okay?

Great! Now...for helping me, I want to give you your choice of a free mascara or lipstick, or any one item in our line for 1/2 price. How does that sound? What would be better for you, a daytime or evening? Monday or Thursday?? (establish location) This is great! I really do appreciate your help, _____(name). I'll see you then!

CONSULTANT NOTE: The day before your appointment, call her to see which item she'd like free.....this gives you a chance to make sure she's coming without actually asking her "if you're still on".....Just say: "I was just about to wrap up your gift and I forgot to ask you whether you wanted the free mascara or lipstick for doing the practice interview with me tomorrow?"