

YOU MAKE THE CALL.

Track how many calls you make and how many appointments you book.

Fill in contact name

Leave a message = slash

Speak to someone = X

Booked appointment = fill



Sandy



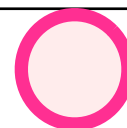
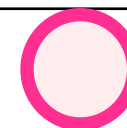
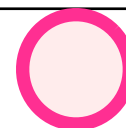
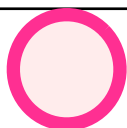
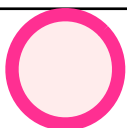
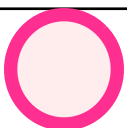
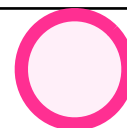
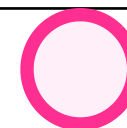
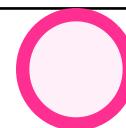
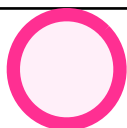
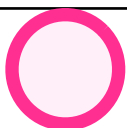
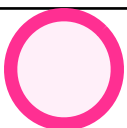
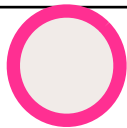
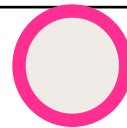
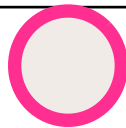
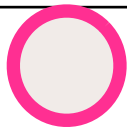
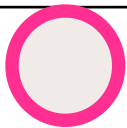
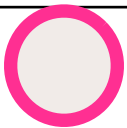
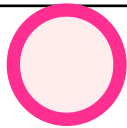
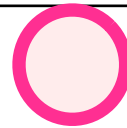
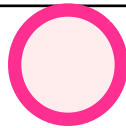
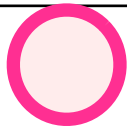
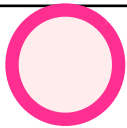
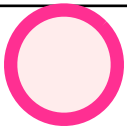
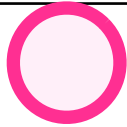
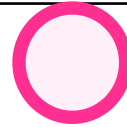
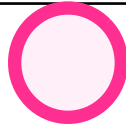
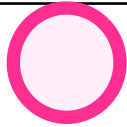
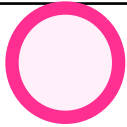
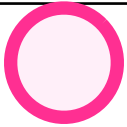
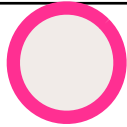
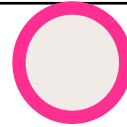
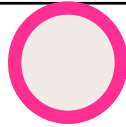
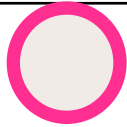
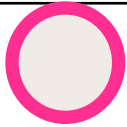
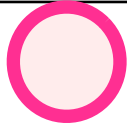
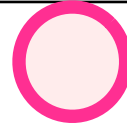
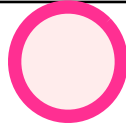
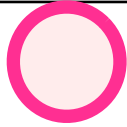
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EXAMPLE BOOKING SCRIPTS

Booking Classes/Parties:

“Hello _____, this is _____ calling! I am so excited! I couldn’t wait to call you! Do you have a quick minute? Great! You are never going to believe this – I’ve just started my very own business with Mary Kay and part of my training is to get 30 women’s opinion of the latest products during the next 30 days! _____ you were one of the FIRST people I thought of (give reason why)! Is there any reason why you couldn’t help me out by letting me borrow your face and get your opinion of our products? Great! What works best for you nights or weekends? (Book a date and time). _____, would it be possible for you to find a couple of extra girlfriends to join you? It would really help me get closer to 30! Who do you think you might invite? If it’s okay I would love to give them a call and get their skin type (oily, dry, combo, normal) before we get together.

Tentative Booking Approach:

(If she says—let me check my calendar and call you back or let me check with my friends and call you back, then you say...) “_____, that sounds great, why don’t you take a couple of dates that work for me to see what is best for you. I have (give two date and time options). Do either of these sound better for me to pencil your name in? That way, I have you in my calendar and if something comes up for you or for me that we can switch the date to a better time.”

Guest Event Invitation Script:

“Hello _____, this is _____. Do you have a quick minute? Great! Listen I am so excited we have an incredible guest event on the (date) at (location), and I would love for you to come as my special guest. You would be my face model and just for coming we give away special prizes! Is there any reason why you couldn’t come? Great! I will pick you up at (date, time and location).”

