

Thanks Julie Potts

I've been using the question 'Who do you know' that is overstressed, overworked and underpampered? I am sure lots of your friends or family fall in that category! Now you can do something nice just for them. I will call them and set up a pampering appt., including a chance to try our TimeWise (or Velocity) Skin Care, a basic color look and a special pampering treatment for their hands - PLUS they will receive a FREE gift in your name! So, who do you know that is overstressed, overworked and underpampered?

When you call the referral use the following.

Hello, may I speak to _____. Hi _____ my name is _____ and I am a Mary Kay Beauty Consultant. I recently met a friend of yours _____ at a pampering appt and I asked her out of all her friends who did she know that is overstressed, overworked and underpampered and guess what she immediately thought of you! (wait for response, they usually say that is so sweet, I think I'm going to cry, or that they are not interested! etc)

_____, is this a good time for you, do you have a quick minute? Because _____ knows you never do anything for yourself, she wanted me to offer you a pampering appt. I will need about 30 minutes of your time to pamper you. You will have the opportunity to first try our TimeWise skin care, a basic color look and a pampering treatment for your hands - PLUS you will also receive a FREE gift in _____ name. (pause) Which is better for you during the day or on the weekends? Morning or afternoon, time, etc.

_____ I just need a few more minutes to ask you a couple of quick questions about your skin type.

Is your skin dry, normal, combination or oily?

Is your skin tone light/fair medium or more in the bronze range?

Color of your eyes?

Color of your hair?

What wardrobe colors do you like to wear, colors that you get a lot of compliments on?

Great, I'll make sure I have a neutral (cool or warm) look picked out for you. Now ___ would you prefer to have your pampering appt at my home or yours. If yours, give directions, if hers get directions. Confirm date and time and then give her your phone #, just in case something should come up. ___ if you would like to share your pampering appt with a friend or two who is also overstressed, overworked, and underpampered just give me a call with their name and #. I will need to ask them those same quick questions I just asked you about your skin type, so I will be prepared. (they usually say they have someone in mind, will call them and get back to you)

___, I look forward to seeing you on ____ (day) at ____ (time). Goodbye!