

Booking Script for Referrals!!! (esp. all those great names from the back of Profile Cards☺)

"Hey Kathy, this is Casie Hembree with Mary Kay cosmetics. How are you tonight? Great! I know you don't know me, but I recently did a makeover on your friend, Elaine. She was able to give away a couple of free makeovers with Microdermabrasion to a couple of her special friends, and you were one of the one's she chose! Aren't you so excited? You're going to enjoy this so much. Now, Kathy, this will last about an hour. Which is best for you weekend or weekday? (then I book her). Oh, before I forget, you can actually share this makeover with some friends if you like and I'll give you some free Mary Kay products! Can you think of some friends that might enjoy this pamper time? Great! We'll I'll be in touch. I look forward to meeting you! Have a great night"

**BOOK! BOOK!! BOOK!!! BOOK!!!! BOOK!!!!!
BOOK! BOOK!! BOOK!!! BOOK!!!! BOOK!!!!!**

***THIS WILL MAKE YOUR "HELLO PACESETTERS POINTS SKYROCKET!"**