

Hi, ____? Oh my gosh.... My name is _____. I don't know if you even remember me (I don't even know where we met), but you had signed up for a free facial and makeover and I just found your piece of paper stuck under my desk. Would it be ok just to tell you what you had coming to you, so you could decide if you want to or not?

**Go to the script labeled "What We Do."*

"OLD" LEAD

Hi, ____? It's _____. Just tuning in because a whole bunch of new stuff just came out and, of course, as my customer, I want to keep you updated and looking eternally cute! So, I have a 2-part question for you. Part 1- Is there any regular product you're running low on? Part 2- How would you like to get it for free or half price? Let's set up a date so I can drop this off. What time would be better for you? This way I can show you the new stuff. And, if you want to, you can share your appointment with 2 people.

PCP FOLLOW-UP

If she's free this night, say....Ok, ____, I have a better idea...tell me what you think. On Monday we get together for a Success Meeting, where we celebrate women's successes. It's an amazing night. When's the last time you got together with a group of women & celebrated their successes? Probably not in a long time, right? You're going to learn a whole pile of stuff. In a million years, you may never think Mary Kay is for you, but you're gonna leave that meeting say you're glad you went and you learned some stuff you could apply to your regular life. And, anybody who comes to a meeting with me always receives a beautiful gift.

INVITE TO A SALES MEETING

If she's free this night, say... Let me tell you what's happening. You get to go to this lady's beautiful house and oh my gosh, you have to come, you won't believe it. It's a cool place to go, and you'll be around positive women. Truly, when's the last time you've been around positive women where they're affirming you? You will have the time of your life...and we get to eat brownies and drink coffee. How bad could that be? A brownie and some coffee.

INVITE TO OPERATION CAR

Scripts at Your Fingertips

OBJECTION

The only objection would be if she didn't want to share her appointment. No problem, just meet with her.

If she isn't running low on anything, still try to book the get together for showing the new stuff.

If she's constantly not interested in anything, ask her if she wants to stay on your mailing list.

OBJECTION

See the general objections above:

No time, I don't wear makeup, I use another brand and just plain NO.

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If she cant make this night-
Keep the cup of coffee date
See the other objections under the Cup of Coffee flap

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