

## Facebook Friends Message

This script is to be used on EVERY SINGLE PERSON on your Facebook Friend's list! Don't discriminate and judge on who you should send the message to. Even if you haven't seen or spoken to someone in years, send them a message! You'd be surprised who'd be willing to let you borrow their face!

### 1) FACEBOOK FRIENDS SCRIPT

Hey \_\_\_\_\_!! How are you?! I'm reaching out to all of my Facebook friends for a little help! I am not sure if you know this but I am a Mary Kay Beauty Consultant and I have a huge goal that I am working towards this month. I need to do 30 facials and makeovers this month! It is completely free, totally fun, and I'll even give you a little gift for letting me borrow your face! Can I count you in?!?

### 2. When she says yes, send this message

Yay! Thank you soooo much. So what I'm going to do is customize a look and goody bag for you based on your hair and eye color. You will have your own customized goody bag filled with the colors you love. The session is about an hour and it's super fun, completely free and no obligation to purchase a single solitary thing... we're going to have a whole lot of fun learning tips and tricks so you can create the look yourself day after day... plus, I'm going to give you a gift just for getting together with me! Lol

What's better for you...during the week or weekend?!

### 3. Once you both agree on a date and time, send this message:

Perfect! I can't wait to meet you! Would it be ok if I gave ya a buzz later?! I have a few questions for ya so I know how to customize your goody bag and your look. My number is \_\_\_\_\_. What's yours?!

### 4. Once you have her number, call her to THANK HER AND PREPROFILE HER

Hey \_\_\_\_\_! This is \_\_\_\_\_'s friend \_\_\_\_\_ from Facebook. I just wanted to thank you again for helping me out! What I'm going to do is customize a look for you based on you hair color and eye color. You'll have a goody bag filled with what you love and a little gift for letting me borrow your face! Would it be ok if I ask you a few questions so I know how to customize your goody bag?!

PROFILE CARD QUESTIONS - write their answers on a profile card

1) hair color/eye color

2) Skin type: dry, normal, combination, or oily

3) Skin tone: fair, beige, or bronze

4) Any skincare concerns? For ex. Dark circles, large pores, breakouts, dry lips, etc

Great! And lastly, when you do play with makeup colors, what colors do you like to play with? Neutrals or is there a specific color? Awesome, I'll make sure those are in your goodie bag for you!

### 5. INVITE GUESTS

Great! I cannot wait to see you on \_\_\_\_\_ at \_\_\_\_\_. We are going to have a blast! Oh \_\_\_\_\_, I forgot to tell you the best part! you can invite a few friends to share your facial and makeover with you! They'll get a customized look and goody bag as well but the gift is only for you!! Who can join us for some fun?!

### 6. GET NAMES AND NUMERS OF GUESTS

Ok great! Can I grab their names and numbers from you so I can ask them the same questions I asked you? I want to make sure I bring what they love as well!!