**Friends of Friends Facebook Message**

Here is the script I send to my friend's Facebook friends. You have to send it through a private message!

FACEBOOK FRIENDS OF FRIENDS SCRIPT

1) Reach out to your friends to ask permission to message their Facebook friends

Hi Lisa!! How is everything with you? I hope you are great :) I'm working towards a really huge promotion in my Mary Kay business. My goal is to 100 pampering sessions and makeover on new women in the next 30 days and I'm running out of ladies!! Would it be ok if I messaged a few women on your FB page to offer them a complimentary facial and makeover to help me with my goal? I'm super nice about it and respectful of their answers. Thanks either way!

Much love,
Pamela

2) When she responds “Yes,” send this private message to her Facebook friends:

Hey!!! My name is Pamela and I don't think we've met but \_\_\_\_\_\_\_ gave me your name. I have a favor to ask you...she is helping me with a HUGE Mary Kay contest. I have to do 100 pampering sessions and makeovers within the next 30 days. I am running out of people I know so I have resorted to messaging complete strangers via Facebook, LOL!!! Would you be adventurous and kind enough to lend me your face?! I will give you a FREE GIFT for helping! Can I count you in? Thanks so much either way!

Much love,

Pamela 

Another goal: I'm looking to be the youngest gal in my unit to earn the lipstick red Chevy Cruz and I have to do 100 pampering sessions and makeovers within the next 30 days to reach this goal.

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 beauty station filled with the skincare and makeup that meets your needs. The session is about an hour and it's super fun, completely free and no obligation to purchase a single solitary thing... And I'm fun and get to gift you something you love for your help! 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 (day) at (time) 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 pampering session 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 pampering and a makeover?!

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!!

