

## The Only Booking Dialogue you'll ever need .....

"Hi \_\_\_\_\_. This is \_\_\_\_\_ calling! Do you have a quick second?"

"I'm so excited about a decision I've made. I've decided to .....

1. build my own business with Mary Kay Cosmetics
2. promote myself up to mid-management
3. take my Director's challenge
4. raise money for the Mary Kay Ash Charitable foundation which supports research into the cancers that affect women and supports programs to end violence against women

**What I need to do is:**

1. get opinions from 15 women of my presentation and products over the next 30 days and to help me complete my education
2. get opinions from 30 women of my presentation and products over the next 30 days and to help me complete my education
3. share information about the Mary Kay opportunity with six sharp women this week to help me with my education
4. hold \_\_\_\_ classes this month so I can reach my goal of \$ \_\_\_\_\_ in donations

**Is there any reason why you would not:**

1. let me borrow your face and get your opinion?
  2. allow me to pamper you with a hand treatment, a skin care analysis and a color consultation?
  3. get together with me and allow me to share information with you? It may be for you and it may not, but I get credit just for you listening.
- When she says "yes," then immediately give her two choices of appointments... I have Tuesday night or Saturday morning available. Which works better for you? Once you have scheduled a specific time, then add, "Janie, I also need the opinion of women I don't know. Is there any reason why you couldn't include 2 or 3 women I don't know? In fact, there is a way for you to get your products at a great discount or even for free by doing this.

"Great, I will call you tomorrow and get the names and telephone numbers of your guests. I will call them so that I can be properly prepared the day of your appointment and can get advanced information regarding their skin types and skin care needs.