

HOW TO BOOK AN INTERVIEW

YOU MUST BE EXCITED ON THE PHONE!

May I please speak to _____ Hi _____,
This is _____ with Mary Kay

The reason I am calling is that I am giving away
FREE LIPSTICKS OR LIP GLOSSES THIS WEEK.
You see I am in training and I need your help—I need
to listen to my director teach me how to use the mary
kay team building notebook—I need to get the
opinion of 5 different women.

This may or may not interest you but all you have to
do is give me about 30 mins. of your time for my
director and I to go over the notebook with you over
the phone or in person and then you can tell me what
you think of it and you can get **ONE LIPSTICK OR
LIP GLOSS FOR FREE...**

Is there any reason why you couldn't listen to my director
and I? (After you ask this question – be very quite and let
her answer- do not talk until she has said yes or no)

When she says: **YES**—you say would you like to do it over
the phone or in person? Day or evening?

If she says: **NO**—then ask her would she be willing to call
the mk marketing hotline and listen to it—it is only 12 mins.
And I can give you a **FREE EYE COLOR**