

PCP follow up call.... Be excited.... Smile...

Hi _____! Have you received your NEW MK Look Book yet?
Great! Have you had a chance to look through it? IF SHE SAYS NO I
HAVEN'T LOOKED THROUGH IT YET.. go down to the purple writing..
If she says: yes—What did you see in there that caught your eye?

Did you notice the FREE sample of the new Journey Perfume on page 13?
Did you have a chance to smell it? If she says Yes— Great did you like it?
If No—then encourage her to try it - so let me know if you like the smell..

**DID YOU HAPPEN TO SEE THE EYE COLORS ON PAGE 2 AND
THE NEW SUMMER LIPSTICK SHADES on page 3?** I wanted to let
you know that I am doing a text panel on the new eye colors / new lip-
sticks . I would love to get your opinion on the colors.. When you and I
get together and you try the new colors and give me your opinion you
can receive one at 50% off OR YOU CAN GET ONE EYE COLOR
AND ONE LIPSTICK FOR FREE WHEN YOU HAVE A YOU AND
TWO PARTY...

Would you prefer to get together during the day, evenings or week-ends?
Give her 2 choices and BOOK HER...

Is there any MK products you are running low on? Do you want to get them
before we get together or wait till I see you on Thursday? go ahead and take
her order on what she is running low on...

Remember YOU get a FREE gift when you spend \$40.00 or more...

OPTIONAL: (if you want to team build)...

One more thing _____, I am in a challenge to share how we make MONEY in
MK with 5 women this week - and you get ONE mk product @ 50% off for listening to
me. Could you meet with me for coffee this week for about 30 mins? Or over the phone
with my director and I for 30 mins?

IF SHE SAYS: NO THAT SHE HASN'T GOT HER BOOK OR HAD TIME TO LOOK
THROUGH IT - You can say: I am doing a text panel—and you can get one eye color
and / or one lipstick for free by meeting with me.. BOOK HER... IF SHE will not book
with you then You can say:

Well, let me tell you some things to look for; page 2—eye colors.. Lipsticks on page 3
and the new perfume on page 13.. Why don't I call you back in 2 days... etc..

If you have to leave a Message - say: This is _____ with Mary Kay, Just
wanted to call and see if you got your New MK Look in the mail? We are so
excited about THE NEW COLORS AND NEW SUMMER LIPSTICKS. Call
me back and I can tell you how to get it for FREE... My # is _____