

Hi, may I speak with _____ ? Hi _____ this is Elsie McCoy, you don't know me, but we both know your friend _____. _____ gave me a short list of friends and family that she wanted to give a gift to. It's an absolutely free pampering session that includes a facial, hand treatment, lip treatment and even a gift certificate from your friend. How does that sound? (wait for response, if it's a positive reaction I continue). Great!! *Well, if you don't already have a Mary Kay consultant that spoils you rotten I'd love to get together in the next 2 weeks, which is better for you.! ...this week or next? (days or evening? schedule the time and get address!)*

(Now you've booked it and want to try to make it a party)

You know _____, I can do 3-4 faces as easy as I can do 1 so is there any reason why you wouldn't want to share your pampering session with a few of your friends? Everyone gets a free facial and I'll add \$10 to your gift certificate for every guest over 18 without a MK consultant.

(I've always gotten a positive remark and I rarely do facials, there are always at least 2 faces).

*****okay, now if you get the answering machine say:

Hi _____, this is Elsie McCoy. You don't know me but we both know your friend _____. She's given me a short list of friends that she wanted to give a gift to. Please call me back and I'll fill you in on all the painless details. My number is _____, hope to hear from you soon.

(I never say I'm with Mary Kay, when they call back use the script above where this one left off).

Of course you need referrals for this script so no matter if you're in front of 1 person or 10 ask them to turn over the profile card and play the name game with you!!! This is what I say:

Okay, who wants something free? Great! We're going to play a game. Now I'm not one of those consultants that likes to stalk people in the mall or talk to women in the line at the grocery store so I play this name game. I'm in a referral based business and I'd like your help to keep growing. If you know anyone that's overworked, overstressed and underpampered....over 18 and does not have a MK consultant I'd love for you to share their name and number with me. Whoever has the most will get a product out of my bag!! So get your cell phone out and if you know more than 5 women use the pink shaded area on the lower half. On your mark, get set, GO!

**It's that easy! So what if someone won't play, take the hint and shake it off, someone there will know 20 and that will make up for it:) The bag is full of old color and platinum packaged product, things like that..nothing major.

I hope this will help some of you, HAPPY BOOKING!!!! Elsie

P.S. work the #'s!!!! I booked 7 strangers before Seminar, but only 3 held..that's not uncommon..you have to book twice (sometimes three times) as many referrals to hold a couple. Good Luck!