

## SCRIPT FOR BOOKING YOUR PERFECT/POWER START

Hi, \_\_\_\_\_, this is \_\_\_\_\_. Guess what? *(let her answer)* I just started a new business! *(let her talk)* I just became a consultant with MK Cosmetics! *(Let her talk, chit-chat for a bit).*

So anyway, I'm calling to see if you would let me borrow your face to practice on? *(Wait for a reply)* Great! I knew that I could count on you!

Let me tell you the dates that I have available so you can pick what's best for you. I have \_\_\_\_\_ *(date)* at \_\_\_\_\_ *(time)* OR \_\_\_\_\_ *(date)* at \_\_\_\_\_ *(time)*. Which is better for you?

You know \_\_\_\_\_ *(her name)*, as part of my training, I need to do 15-30 practice facials in the next 2 weeks. I can do up to 6 facials at one time. Who else can you think of who might be willing to let me practice on them at the same time? *(Wait for an answer!! Keep saying anyone else until she can't think any more. Then say...)* I know that it is hard to come up with people on the spot, so I'll tell you what...if you can put a list together, I'll mail them all an invitation...if 3-5 of them decide to come I'd be in a position to give you some free product for bringing them. How does that sound?

OK-now I need to ask you a couple of quick questions about your skin type so that I can have the right products ready for you. *(Profile using your profile card)*. I'll need to get the same information from everyone else who decides to come to the class too. Can I get your guest list later today or would tomorrow be better? What time should I call you? What # should I call at? Great! I'll need names, addresses and phone numbers for those you decide to invite okay?

One last thing, \_\_\_\_\_ *(her name)*, these are my training classes and I have to hold them during a certain period of time to get credit, so I want you to know that I will keep this appointment no matter what...and I know that I can count on you to. Thanks again for helping me out. I promise it will be a lot of fun!!