

GO FAST...15/24 Challenge!!

Contact 15 people within 24 hours to jump start your business! Answering machines, email, and husbands **DO NOT COUNT**, only live contact with the person you are calling. THE GOAL: Get as many bookings on your date book as possible to be held within 30 days!

Name of People I Reached By Phone:	Phone Number:	<u>BOOKED:</u> YES or NO?	<u>PLAN A:</u> Class or Facial? Include Date	<u>PLAN B:</u> Meeting Guest? Include Date	<u>PLAN C:</u> Order Amount?	<u>PLAN D:</u> Referral?
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15.						
TOTALS:						

BOOKING SCRIPT: "Hey __, this is __! I am so excited I just had to call you do you have a quick minute? Great! I have just been introduced to some brand new Skin Care Class Tools by our company and I've been personally asked to call people that I am comfortable with and I thought of you! Would you let me facial you and get your honest opinion of our new tools? GREAT! (Book time & date) __ I'd gladly facial you alone, but it's allot more fun for you with more people! Is there anybody you can think of that you'd like to share it with? (Help her brainstorm—as she mentions people, say "let me throw this out to you... if you have 3 people I'll give you.....)"

INVITING THEIR GUESTS: "Hi __ this is __ with Mary Kay, do you have really quick minute. __ is coming to my house on __ for a facial and she told me to call you cause you'd be really fun! We were wondering if you could join us? (If she can't, book a facial and let her know that the Hostess will get credit for her booking.)

NAME: _____
DATES OF COMPLETION: _____
HOW DO YOU FEEL AFTER COMPLETING THIS CHALLENGE: _____