

BOOKING SCRIPT \$100 Free Product

“May I please speak to _____?” “Hi! _____, this is _____ with Mary Kay!”

-- PAUSE --

She'll say, “Oh, hello.”

“Hi! The reason I’m calling is...we have something going on for the next 2 weeks that I think is really exciting and I’d love to tell you about it. It’s called “**50 or 100 Free...which one’s for me!**” Would you be interested in hearing more?”

She'll say, “Sure.”

“For having a “Mary Kay Girlfriend Party” within the next 2 weeks, + having just

- 3 friends and only \$150 in sales, YOU GET \$50 of FREE PRODUCT...or
- 5 friends and \$300 in sales, \$100 FREE PRODUCT!
 - Are you a \$50 Girl, or a \$100 Girl? Great!!”

Well...let’s go ahead and select a Date...

- Which is best for you, a weekday or a weekend?
- I have _____ or _____ available this week...which works best for you?
- Book the Date and then go on...
- Alright, _____, we are set for _____, at _____ o’clock.
- Have 3 or 5 Girlfriends.
- Make sure the appointment holds on the original date and time.
- And let’s get YOU some FREE stuff!

- I will call you tomorrow to get the names and numbers of your Girlfriends so that I can introduce myself...and to re-invite them so that we can be sure you will receive your FREE stuff!
- I’m so glad I can offer this to you. It’s going to be so much fun!
- Talk to you tomorrow!