MORE BOOKING SCRIPTS

Scripts for working with friends & family- great for newer Consultants

OPTION 1

Hey \_\_\_ how are you?? I wanted to see if you would be willing to help me with something. I just started a fun side hustle with Mary Kay. I am putting together an online study featuring one of Mary Kays high-end skin care lines. The products that you would be using would be much like what you would experience at the spa. I’m looking for 6 women who would be willing to help me with my training and be a part of this online test panel, its super simple... could I send you over the details? I’ll treat you to some fun freebies as a special thank you for being a part of my 6 participants! I appreciate you so much!

OPTION 2: Hey \_\_ How are you!! I wanted to see if you would be willing to help me with something! I just started a fun part time job with Mary Kay and I’m looking for 6 girl friends to give me their honest opinion of one of our high-end skin care lines. It’s going to be virtual and fun! Virtual means wear your jammies, pamper yourself from the comfort of your own home + grab your favorite beverage lol! Could I send you the details!? I’ll treat you to some fun freebies as a special thank you :)

Ok Great! Here’s how it works, as a participant you will receive a beauty in a bag in the mail that will include your supplements & skin care treatments that you will save and use during the Facebook LIVE broadcast! Your beauty bag that you’ll receive will include a 3/5-day supply of our high-end skin care line, two step Microdermabrasion treatment + your choice of masking treatment :)

We will teach you how to use all these items in a 45-minute live event + lots of fun giveaways, you will love it! Would you be willing to be one of my participants? My next available opening is going to be (day/date at \_\_\_ time) could I reserve a seat for you?

Great, I have you down for (day/date/time), I am so excited to have you, because I only have 6 openings, all I ask is that if anything changes and you are unable to make it, please let me know so I have enough time to ﬁll in your slot! The only difference between our in-person beauty experience and our online test panels is there is a small $5 contribution for shipping and supplies. Does that sound good to you?

**BOOKING HER TO HAVE GIRL FRIENDS JOIN HER**

Great! Most love sharing this with a couple girlfriends. Your experience is complimentary for you plus two. We would customize a beauty bag for any girl friends that decided to join you. Which would you prefer, alone or share with some besties?

Perfect, if all the supplements are going to one address then it’s just ONE $5 shipping fee but if it’s going to multiple addresses then its $5 per address. Touch base with some girl friends over the next couple days & I’ll follow up with you to conﬁrm how many will be joining you and we can go from there. Until then... would you mind sending over the $5 for your bag? I’m going to go ahead and start working on that now. I’ll post the payment link below.

Send Venmo or PayPal info

**WRAPPING IT UP**

I’ll go ahead and work on customizing your beauty bag for you. A couple quick questions so I can customize your bag based on your skin care needs. Are you combo to oily or normal to dry?

Thanks for that info! You have the opportunity to choose your masking treatment! Which would you prefer? Activated Charcoal mask, great for unclogging pores, absorbing oil & bacteria, or our Hydrating Gel Mask which is great for hydrating & moisture. Leaves skin feeling silky smooth!

Great! I will touch base closer towards that time to conﬁrm that this day and time still work for you, I will also provide you with an invitation and get you added to our private FB group for our online test panel participants!

FOLLOW UP / CONFIRMING APT

With Friends:

Hey \_\_ just wanted to check back in to see if you will be having any other girlfriends joining you and if so, how many? Will I be mailing to one address or multiple?

Great! Below you will find your invitation, If you could please have you girlfriends send a quick text with their name and that they will be attending as your guest with the day/time of the event, I will get their seats reserved. This will also allow me to customize their beauty bag based on their skin care needs.

Send Virtual Invitation

Great! Here is the link to our Live event, add yourself, I’ll send the link to your girlfriends :)

Without friends:

Hey \_\_ Just wanted to touch base to conﬁrm for this (day/date/time). Does this day and time still work for you? Thank you again for joining to help me with my training, I’m excited to get your thoughts of the supplements I sent you!

Great, below you will ﬁnd the direct link to our private event, make sure to just click and add yourself! Let me know if you have any questions between now and then!

REMINDER TEXTS TO BUILD PARTY ATTENDANCE AND PARTICIPATION

Hey \_\_ did your Package arrive okay & are you in the Facebook group? Just wanted to make sure you’re all set for the event tonight at (enter time)

She says yes/no and I get her added to the group

OK YAY! We are going to have so much fun! I will text you about 25 minutes before to remind you its starting. Glad you can join us live! We will have an on time drawing you can enter to win by being there on time :)

15 MINUTES BEFORE PARTY

Hi Alex, we will be going LIVE in 15 minutes! Grab your favorite beverage, supplements and prepare to have some fun!!!

PRO TIP: Tag your guests on some of the posts on the page so they can start engaging and participating