

# BOOKING SPARKLE & SHINE PORTFOLIO MAKEOVERS

## General Script:

"Hi \_\_\_\_\_, I'm in a contest w/Mary Kay to have 10 women this week and next, try our Award Winning Sparkle & Shine Holiday looks and get their feedback. I wanted to give you're a FREE GIFT if you will try it for me. It's Fun, Free, and No Obligation! Can I borrow you for this?" [then set up their date Uddc]bla YblQ ]

## For Brand New Consultants:

"Hi \_\_\_\_\_, I'm so excited! I've just started my own Mary Kay business and I really need your help! I need to practice and get women's opinion on our Award Winning Sparkle & Shine Holiday looks... I wanted to give you a FREE GIFT if you will be a practice face for me. It's Fun, Free, and No Obligation! Can I borrow you for this?" OYb gyhi d'h Yf XHYUddc]bla YblQ

## Referral:

"Hi \_\_\_\_\_, you don't know me, I am friends with \_\_\_\_\_ and I need a favor and she said you were really nice and might help me out. I'm in a contest with Mary Kay to have 10 women, this week and next, to try our Award winning Sparkle & Shine Holiday looks and get their feedback. I wanted to give you a FREE GIFT if you will try it for me. It's Fun, Free, and No Obligation! Can I borrow you for this? OYb gyhi d'h Yf XHYUddc]bla YblQ

## Warm Chat:

"Hi, \_\_\_\_\_! You may not remember me, but I met you at \_\_\_\_\_ and I need a favor and you were really nice and I thought you might help me out. I'm in a contest with Mary Kay to have 10 women, this week and next, try our Award Winning Sparkle & Shine Holiday looks and get their feedback. I wanted to give you a FREE GIFT if you will try it for me. It's Fun, Free and No Obligation! Can I borrow you for this?"

