

Here's a great script to use to get your first bookings!

Make a list of everyone you know that has skin. Start at the top of the list, call and say,

"Hi _____, this is _____, do you have a quick minute? I'm so excited because I just completed my initial training with the #1 skin care company in the country, Mary Kay Cosmetics. Mary Kay suggests that in order to get off to a good start that I make appointments by calling the people I know the best. I just need to borrow your face for a complimentary makeover and then ask for your opinion of my presentation and the Mary Kay products. There is no obligation. Would you please help me get my new business started?"

When she says yes ask, "Is this week best for you or would next week be better?" When she chooses a week ask, "Do you prefer the beginning of the week or the end? Afternoon or evening? Offer two different times." Then say, "You know if you care to have a neighbor or friend over to have a makeover that would be fine. I'll have extra with me just in case." Then confirm, okay I will see you at 7:30 on Tuesday.