

Be YOU! Picture enriching her life...the joy you will bring her! Expect her to love this!

Hi...is this \_\_\_\_\_?

This is \_\_\_\_\_ with Mary Kay...I got the registration you filled out at \_\_\_\_\_, your friend/sister/\_\_\_\_\_ when she had a fun pampering with me and loved it so much she wanted to give you one, ....

(Let her talk or ask...do you remember filling out at \_\_\_\_\_?; do you know \_\_\_\_\_?)

Have you ever had a Mary Kay pampering before? (check to see if she has a cons)

You'll get to try spa facial products customized to your skin type (on the face/hand); I'll include a Satin Hands and Satin Lips treatment-everyone's favorites-and if you'd like foundation matching or a color consultation we can talk about that, too.

Does that all sound good? (her answer)

Do you have any skincare needs/improvements you'd like to make or products you'd like to try? (her answer)

What works best for you \_\_\_\_\_ or \_\_\_\_\_?(whatever your schedule is)

(her answer)

Sounds great!

Would you like to have a couple of friends/family join you for even more fun and some free shopping with our Hostess Credit?

(her answer)

NO...no problem (if you're on a tight schedule...is there any chance you'd be available \_\_\_\_\_ -that's when I usually do my individual appointments)

YES...AWESOME!

(Depending on the date timing...send invites in the mail...get their name/address/phone number)

(If limited timing—would you like me to invite them or should I get you the information and you send to all of us in a group? You invite-get phone numbers. She invites-get her the 1<sup>st</sup> Touch Image and puts you in the group so you have numbers to follow up for pre-profiling.)

**Date out the 4 touches on the postcard-move in your Dream Box; put in your datebook**

1<sup>st</sup> Call Voicemail...Hi \_\_\_\_\_ this is \_\_\_\_\_ with Mary Kay- I received the registration/your friend/met you at ... I'm just calling to give you the fun details. If you can call or text me back at \_\_\_\_\_ that would be great! Thanks so much! Bye!

1<sup>st</sup> Text...Hi \_\_\_\_\_ -I'm not sure if you got my voicemail-I received the registration/your friend/met you at...I'm so excited to pamper you! You'll get to try spa facial products customized to your skin type (on the face/hand); I'll include a Satin Hands and Satin Lips treatment-everyone's favorites-and if you'd like foundation matching or a color consultation we can talk about that, too.

Does that all sound good?

Here are the dates I have available-what works best for you?

(fun image of dates)/ her answer/ **Date out the 4 touches: Postcard/Dream Box/Datebook**

**2<sup>nd</sup> Call/Text:**

Hi \_\_\_\_... (call: it's \_\_\_\_ with MK again)-I'm looking forward to meeting and pampering you! I'm not sure if you got my voicemail/message a few days ago. If you can connect back with me I'm looking forward to sharing more fun details with you!

(text emoji \_\_\_\_ with Mary Kay)

**Move ahead in your Dream Box; Datebook; Notebook**

**3<sup>rd</sup> Call/Text:**

Hi \_\_\_\_...following up real quick about the free pampering/\_\_\_\_ you registered for at/your friend/met at/\_\_\_\_. If you're super busy, I can follow up with you in a couple of weeks; or, if you have a chance-call or text me at \_\_\_\_\_. Thanks! Bye!

**Move ahead in your Dream Box; Datebook; Notebook based on your schedule; replies**

**Weeks later/Month later**

Hi \_\_\_\_ I had messaged you a few weeks/month ago about the free pampering you registered for/friend gave you/met you at/\_\_\_\_-I wanted to reach out and see if now is a better time for you? If not, no problem...if it is...YAY! Could you call or text me, \_\_\_\_, back either way? THANKS SO MUCH! Bye! (Emoji \_\_\_\_ with Mary Kay)