

Power Start Booking Script

Read and re-read this over and over until it sounds natural to you. Then call your friends and book your Power Start!

"Hi _____ this is _____. Guess what... I've joined Mary Kay as a beauty consultant. I'm really excited and scared to death. I need a favor and thought of you because I knew you'd laugh with me and not at me. This month, I have to do 30 practice facials on people I don't know. Will you be a face for me and invite a few friends over I don't know? You see, I'm supposed to be practicing on strangers. It's just to practice my presentation and technique. They don't even have to buy a thing." (Wait for response)

"Great, let's pick a date that's good for you." (Select a date during your Power Start) Now we need to have at least three people there, but you can invite up to five beside yourself. Talk to some people about coming and I will call you the Friday before the class to get their names and numbers so I can find out about their skin type. By the way, just for doing me this favor, you'll get to choose some free Mary Kay products for yourself! You'll find that the product is incredible! One last thing... these are practice faces and I have to hold them within the 30 day time period to get credit. Promise that nothing will keep you from holding this appointment for me. Thank you so much for doing this. You're such a great friend. I can't wait to get together with you!"