

Dialogue for Facial Bags (Box/Basket/Bowl)

- 1) To get permission to put a fish bowl in a store:
 - a. Make certain you are speaking to the manager
 - b. Make certain you have everything with you when they say you can place your facial bag in the store, i.e. bag, pen, entry forms, check for gift certificate, gift for manager

DIALOGUE:

My name is _____, and I'm with Mary Kay Cosmetics, may I have your permission to leave this next to your cash register? As a thank you for helping with my business, I would like to purchase a \$_____gift certificate for this location and I'll have a drawing in one month for anyone that enters. I also have this for you (hand them their gift). May I purchase the gift certificate now, in case you are not here when I hold the drawing?

- 2) When calling leads:

CALL WITHIN 5 DAYS OF ENTRY!

DIALOGUE:

Hi, may I speak with _____. _____, my name is _____ and I'm with Mary Kay Cosmetics. I know you don't know me, but you entered a drawing at _____ (name of store). Just by entering the drawing you receive a complimentary skin care consultation and makeover plus a gift! Is evening or weekend better for you? (Book the appointment)

AFTER APPOINTMENT IS CONFIRMED:

You are more than welcome to share your skin care consultation with a friend or two. It is just as easy for me to do 2 or 3 as 1 and even more fun for you! Is there any reason you couldn't have someone join you? (If she says she'll check tell her you'll call her back in a day or two so you'll know how many to plan for. Get directions to her home. Confirm the date and time.

TIP: If booked more than 3 days away, drop a note in mail to remind her. Just before leaving home, call and tell her you are checking on directions to her home. (This is to make sure she's home!)