

SCRIPTS for 30/24 Challenge Sheet... get a "YES" everytime!

To book her for a Color 101 Portfolio Makeover...

SCRIPT:

Hey _____, this is _____ do you have a quick minute? Great! With it being the beginning of Spring (can be adapted to whatever Season it is) I am taking the next few weeks to do Color 101 Makeovers for my portfolio with all of my clients. We just launched some incredible new products which I would love to have you try and I need to get a time on my books to do your make-over. Would _____ or _____ work best for you?... I have _____ o'clock or _____ o'clock open, which works best? Great... now most people like to share their facial with friends because you'll get \$50 in free products (if you are using the \$75 for \$25 Hostess Plan), plus it really helps me out. (You can adapt your own Hostess Plan.) Who are 3-5 people that you would want to share your makeover with and I'll go ahead and send them an invitation.

If they say they're not interested in the facial or class..... invite them to come early before meeting to be your model:

SCRIPT:

"Hey I have an idea... next Monday at my local unit meeting we have model makeovers at _____... I would love for you to be my model and then be my guest at the meeting and show off your "New" makeover. How about Monday the 24th at _____? Great!

If they say they're not interested in the facials..... get a re-order!

SCRIPT:

"Well, I am offering a free gift with any re-order of \$40 or more... you'll get a mini-miracle or velocity set (any PCP gift) with your purchase, so is there something I can get for you that you may be running low on at this time? You can try our new "hydration products" this week at a preferred customer rate... they are normally \$30 and this week you can try them for \$19.95... You will LOVE them, so can I add one of those to your order?

If she says no to the re-order..... get a referral!

SCRIPT:

Well, I would love to offer your free Color 101 makeover to perhaps a friend of yours who would enjoy some pamper time to herself... I will just give her a \$10 gift certificate for free product in your honor at her facial, so who would you like to have receive this from you?

Great... she'll just love you for it! Thanks,_____. Have a great day!