

## Follow Up From Sample (Gloria Mayfield Banks)

For more detailed information go to website: [www.pacesetters.mydirector.net](http://www.pacesetters.mydirector.net)

Use this script word for word.

" \_\_\_\_\_, this is \_\_\_\_\_ and we met yesterday. Thank you so much for taking part in our marketing survey. I appreciate you taking time out of your busy schedule to try our products and give us an honest opinion of them. I won't keep you but a second. I'd like to ask you some quick questions and I'll fill out the questionnaire for you over the phone."

1. Did you find the products enjoyable? \_\_\_YES\_\_\_NO
2. What brand of skin care do you use daily?
3. Would you rate how your skin felt after you used the Mary Kay TimeWise System as . . .  
\_\_\_SOFT AND SMOOTH\_\_\_REFRESHING\_\_\_NO DIFFERENCE
4. How much would you expect a quality skin care system to cost?  
\_\_\_\$50.00 TO \$75.00\_\_\_\$75.00 TO \$100.00\_\_\_\$100.00 OR MORE
5. If you knew that the system you tried starts at \$54.00 and comes in a three to four month supply including the cost of foundation, would this be a system you would like to have on your shelf at home?\_\_\_YES\_\_\_NO (Microderm a monthly supply for 55)
6. Great\_\_\_\_\_, I am currently qualifying for \_\_\_\_\_(Star Consultant Status, Car,Management) and I need to do makeovers on TEN people this week. I'd love for you to be one of my ten and since you so generously participated in my survey, you would receive the TimeWise System for \$10.00 off: That would make it only \$44.00. It would take 20-30 minutes of your time and you'll get an updated makeover with the latest colors. What would be better for you during Lunch or after Work? (book the appointment)
7. By the way, \_\_\_ because I need to do 10 faces, if you have a couple of friends to join us, you may choose a FREE lipstick. Does that sound like something you could do?

"May I put you on my Mailing List for monthly and quarterly Specials and New Product Brochures?"

\*\*\*If she won't schedule a makeover, or class, ask her if she would have four people try TimeWise and take outside orders at work. Give her the same discount for doing it.