

Script for Booking Perfect Start in October

**15 Faces will get you closer to becoming a Star Consultant
by December 15!!**

**“Hi _____, this is _____. I am soooo excited! I am
in a HUGE contest with Mary Kay to do 15 faces in the next two weeks and I
would Looove to borrow your face!! Is there any reason why we couldn’t
get together for a quick facial.....(i.e. Holiday Makeover, Fall Update, etc.....)
Yes, that’s great! I have _____ or _____ available this
week. Which would be better for you?”**

Now Book her appointment right then

**You know, _____, if you like, we could invite a couple of your
girlfriends over for even more fun and that would sure help me with my 15
faces. For doing that I will give you _____!!!
_____, you can count on me rain or shine. I am committed to our spe-
cial time and I love to work with people who feel the same way. Can I count
on you too? That’s GREAT! Now _____, who would you like to
invite?”**