

Starlite Scripts



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FACIAL APPOINTMENTS

Hi _____? This is _____ from _____, I am sure you know I am an independent beauty consultant for Mary Kay Cosmetics. I am so excited!! Mary Kay is celebrating her (for example) 50th Anniversary and in her honor, the company has challenged me to treat _____women to a facial in _____!! I only need a few more faces and thought this would be a perfect way for us to get together, get to know each other, you get to get pampered and try our new products and I will get your opinion of the NEW Mary Kay Products and be able to finish my challenge. I only have two openings left, _____ at _____am/pm and _____ at _____am/pm, which would be best for you?

FOLLOW-UP

Hi may I speak to _____? Hi _____ this is
_____ - we just met at _____ yesterday-
do you have a quick minute? **Great!** The reason I'm calling is because I
really would love to have you model for me! I think you will love the
pampering session I provide for all my models. We do a wonderful treat-
ment on your hands that makes them feel like satin—we also do a fabu-
lous facial and a light makeover. It only takes about 30 mins or so—
which part of the week looks better for you the beginning or the end?
Ohhhhhh _____ I almost forgot. My goal is to get ____ *faces
done this month—you get free product for helping me get more faces! Off
the top of your head who do you know that you could bless with a free
pampering session that could join us?? **Great!**

**Set the time and place and then turn the facial into a show*

CONFIRMING GUESTS

Hi ___ this is _____. I am calling about _____'s Mary Kay party. She has you down as one of her special guest to be pampered with her on (date) at (time). I will have a goodie bag* for everyone and I wanted to confirm if you will be able to make it so I can have a goodie bag for you. Do you have a quick minute? Great! (If no, confirm a better time to call back) Will you be able to make it? Great! __, have you ever been treated to a Mary Kay facial before? (If yes, ask how long ago.) ____, how would you describe your skin; would you say it's oily, normal, combination, or dry?

_____, I am going to have some drawings for prizes**. Do you like to win prizes? Great, so do I! Can you arrive 5 minutes early because my first drawing will be the "On Time" drawing? __, I am looking forward to meeting you. Come dressed comfortably and ready to have a good time. If any thing should happen and you cannot come please let (hostess) know ahead of time so she can get someone to replace you okay. _____, thank you for taking my call and I'll see you at the party!

**Goodie Bag suggested items: a sample, Beauty Book, Customer Profile card, sales ticket, 2 pieces of hard candy, & business card.*

***Prize suggestions: discontinued Preferred Customer gifts, beauty blotters, travel sized hand cream, etc.*

GIVING

Excuse me, I couldn't help noticing _____(how pretty your outfit is/you smiling at me/your sharp shoes/how good you are with your customers/your.....) I've been blessing people today...look in here and pick out a gift. **(wait for response)** My name is _____and you are? Great! Listen, I am putting together a before and after portfolio and I'm looking for models—I would love to feature you as one of my models! **(wait for response)**. Taking the picture only takes about 30 minutes—it's actually a wonderful free pampering session — you get your hands done with a treatment that makes them feel like satin, we do a little aromatherapy, you get a facial with the number one skincare in the country and we also do a little glamour to complete the look for the pictures — doesn't that sound great?? Which part of the week looks better for you the beginning or the end?? Great? **(If you have time, try to go ahead and book her on the spot if she feels rushed the say)**Listen, I have to get 15 faces done within the next couple of weeks so I really am excited about getting together with you!!!! Thanks again and I hope you enjoy your gift. **(if you can 't book her on the spot, give her some days to choose from based on your weekly plan sheet).**

BOOK A PARTY

Hello _____, this is _____. I've been selected into *Mary Kay's management training and I need your help. Do you have a minute? Great! As part of my training, I will hold 10 PINKalicious parties in the next 2 weeks. Are you familiar with the Pinkalicious Party? (if no...) It's where you and your guests wear Pink & I give out raffle tickets for each Pink item they have on for chances to win prizes! It is FUN! Tell me, is there any reason why you couldn't be one of my 10 Pinkalicious Party hostesses? I think you'd be great **and** you could get up to \$100 in FREE products when you party with me! Isn't it fun to receive gifts!

Well, let's set a date. Which would be better for you, the beginning of the week, or end of the week? Great! Off the top of your head, who will you be inviting? Great! I look forward to seeing you...(confirm date and time). (Name), thank you so much for helping me complete my training (or helping me reach my goal)!

*Can also say... I am working to earn a FREE CAR or I am working to become a Star Consultant

CALLING A REFERRAL

Hello, Pam? this is Stephanie, I'm calling for (your sister Debbie/your friend Pat Johnson/your husband...)Do you have a second? Great – well Debbie has a MaryKay gift for you & I have the honor of delivering it! Debbie arranged for you a wonderful pampering session – there is a spa treatment for your hands & for your lips, a relaxing facial & dash out the door glamour look. She also added a \$10 gift certificate for you to use at your pampering session as well-isn't that nice? It only takes about 45min's – which part of the week is better for you – the beginning or the end?

Have U Ever Pondered Pink? *CONFERENCE CALL INVITATION*

Hi may I speak to _____? Hi _____ this is _____ - with MaryKay—How are you?? _____ I am soooo excited about something!! Do you have a quick minute? _____, I'm up for a promotion in my business and part of my qualifications are to learn a new interviewing format by listening to my directors share this information on a practice training call. They share about their lifestyles in Mary Kay and go over the new format I have to learn. In order to get credit, I need a guest to help by listening to this information with me. This call is no more than 30 minutes and all you have to do is listen and give us your feedback. Of course I will give you a *gift for helping me . Can you listen with me at 9? **

**Whatever you choose — I suggest a travel sized hand cream*

***Call or text a reminder at 8:50pm*

BOOK AN INTERVIEW

Hello, may I speak with____? Hi, _____this is with Mary Kay do you have a quick minute???...Great! The reason I am calling is because I am training to earn a free car with Mary Kay! And, I am looking for talent scouts. As part of my training I must share the confidential facts of how I am making my part-time extra CASH with Mary Kay to 5 of my sharpest customers and friends this week. It can't be just anyone that I share this information with. It has to be someone who I truly would enjoy working with, someone who takes pride in their appearance, and who really likes the Mary Kay product. And you know____, you were at the top of my list!! I immediately thought of you!!!

Now, business ownership with Mary Kay may or may not be for you, however after listening to the facts of the company, if you find that you would rather stay on the retail end of Mary Kay, that is okay. I would love for you to become a Talent Scout or Head Hunter for me and refer people you know who would have what it takes to start a business with Mary Kay.

For each person you Scout Out for me who becomes a qualified consultant, you will receive \$50 in FREE Mary Kay products of your choice!! You probably will NEVER need to purchase Mary Kay again!!

(close with one of the following...)

____, your information session will take about 15 to 20 minutes. Which would be better for you this afternoon or tomorrow? OR

I'd like for you to be my guest this Tuesday at my success meeting. You can be a model for me and here about the business. I promise you you'll have a great time. It starts at 6:00pm and ends at 8:30pm. The attire is professional. I'll have on a skirt. Is there any reason why you couldn't make it? OR

My director is having a HAVE U EVER PONDERED PINK conference call on this Thursday at 9:00pm to share the facts of the business. Is there any reason why you couldn't call in and listen? I'll be on the call with you.

TEXT BOOKING

For New Consultants: Hi! I'm so excited! I've jst started a MaryK biz & I really need ur hlp! I need 2 get 20 women's opinion on our Skin Care Line by (date). I hv a FREE Gift 4 u whn u give me ur opinion. It's Fun & No Obligation! :-) Cn I count on u 4 this?

Warm Chat: Hi! This is (name) w/MaryK. We met @(place). U were really nice & thought U might help me out. I need 15 women this week & nxt 2 try MK's skin care line & give their feedback. I'll hv 4 U a FREE GIFT if U'll try the prdct 4 me. It's Fun & No Obligation! :-) How's tomorrow @ (time)? (or next available time you have)

When reply is YES... Gr8! Thnk U! :-) We can do this 1 of 2 ways: Just U & me r U cn nvite 2 r 3 girlfriends 2 join us & n doing so, U'll get @ GIFTS instead of 1! Which do U prefer?

If reply is NO... NP. Do U knw any1 who would b interested n a FREE FACIAL? N fact, if U cn give me @least 5 referrals 2 help me, I'd luv 2 give U a GIFT 4 hlping me n that way. :-)

When the reply is JUST ME... Sounds gr8! I hv (date & time) r (date & time). Which is best 4 U?

- For individual facials, always offer your Weekly Meeting or a time when you have other single facials. That way you can book several for the same time...making best use of your time

When the reply is WITH GIRLFRIENDS... Perfect! :-) What works best 4 U (date & time) r (date & time)? Who comes 2 mind that U want 2 nvite?