

Follow-Up Script/Email

Good Morning, _____!

It was so nice to hear from you!! Thanks for getting back with me so quickly!

I'm so excited about my 10 Party Day on _____!! I just got a phone call from Mary Kay, Inc., and they are soooo excited too, because I've accepted their challenge!! This really is a HUGE challenge for me, but at the same time, it's fun and exciting, especially for my preferred customers!!!

I have to have 3 or 6 people, not 2 or 5, it has to be either 3 or 6. Now, yourself + 2 people = 3, or yourself + 5 people = 6. Here's what the Company is doing for the hostesses: If a hostess has 3 people, (you+2), the hostess gets \$_____ in FREE product!! If a hostess has 6 people, (you+5), the hostess gets \$_____ in FREE products when you choose to attend one of the parties. AND, you can attend more than one party and earn the same again!! (see attachment for schedule) It's the company's way of giving something back to our best customers and as a way of saying thank you for being so GREAT!!

I've never been asked to participate in such a big challenge like this, so I'm VERY excited about it! So, if you are interested, please let me know!! I would love for you to get \$_____, \$_____, or more FREE items, especially with our fabulous Mary Kay holiday line premiering this month (Metro Chic, etc.)!!

Please look at the attached schedule and pick the party(ies) and the time(s) that work best for you and then let me know ASAP!!

I look forward to hearing from you, _____!!!

Thanks!!!

Catherine Hensley