

PROVEN SCRIPT FOR 5 NEW RECRUITS



- **List 30 names of women**—start with customer profiles, etc.
- **15 will agree to listen**
- **5 should join!**

Use the following script to set up interviews and share the marketing plan!

Hi ____this is____with Mary Kay Cosmetics. Do you have a minute? I'm really excited because I've been challenged to share Mary Kay career information with ____sharp women in the next ____ weeks. I thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I appreciate your time.

My List of 30 Sharp Women

Name:	Phone:	Name:	Phone:
Name:	Phone	Name:	Phone
Name:	Phone:	Name:	Phone:
Name:	Phone:	Name:	Phone:
Name:	Phone	Name:	Phone
Name:	Phone:	Name:	Phone:
Name:	Phone:	Name:	Phone:
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