



Hi \_\_\_\_\_! I am working on finishing up a really big goal in my Mary Kay business by midnight tonight and I need your help! You just have to call in and listen to a short call and answer a few questions!

*if she hesitates, sweeten the pot with a free gift - ex. lip gloss!*

GREAT! All you have to do is call: 641-715-3800, 39914# and listen. When you are finished text me and I will call you to answer a few quick questions! THANK YOU SO MUCH!

Guest Name: \_\_\_\_\_ Consultant Name: \_\_\_\_\_ Date: \_\_\_\_\_

1. Tell me, (name) what was the MOST impressive fact you heard on the call?
2. Okay, if you were to ever come in to MK in like a MILLION years, what things do you think you would enjoy the most?
3. If you could change anything about your current situation, what would it be?
4. Great! Now I want you to ask me anything you want - what questions can I answer for you about the business that may not have been answered on the call?
5. Those were great questions! Thank you! Now let me remind you (before I ask you my very favorite question!) what you'll receive if you decide to give this Mary Kay thing a try by signing up today! (explain current promotion)
6. Ya know, I'm curious, (name), if I showed and taught you everything I know, do you think you could do this? (after she answers, say "I know you can and I really think you'd love it!")
7. Okay, here's the moment of truth-are you ready? (Smile when you say this b/c they can hear it in your voice!) On a scale from 1 to 10, one being you would never EVER come in to MK not even to get your products at half price, you'll never be interested and you'd never even consider it EVEN IF YOU WERE STARVING ON AN ISLAND (laugh), or TEN you think it sounds GREAT, you can't wait to get started just to see what happens - where would you say your interest level lies - BUT you can't say five b/c we call that a chicken answer and it just doesn't count!

INTEREST LEVEL:

8. Okay, tell me why do you think you're a \_\_\_\_\_? (Overcome her objections using feel, felt, found rule!)
9. If she doesn't sign, schedule use Pink Pillow follow up script note at the bottom for the next day to answer any questions she thinks of between today and tomorrow! GET TIME TO CALL ON YOUR BOOK OR IT DOES NOT COUNT

**Okay. I totally understand if you want to pray or sleep on it. I DO want to save you from procrastination. So first, let me ask you...do you have ANY questions I haven't answered yet? Okay. Then if all your questions are answered, I know from experience it's just a matter of sleeping on it. So take the pink pillow test - if you wake up tomorrow and are still THINKING about Mary Kay, would you agree it's worth a try? and, if you don't think ANOTHER thing about it...then you'd probably be best served by being my awesome customer and hostess! Either answer is fine - the only one that doesn't benefit EITHER of us is "I don't know". So what's the best time to talk tomorrow, morning or lunchtime....**