

Hey _____. This is Tina with Mary Kay. You have no idea who I am but I am a friend of _____. How are you? Great. Do you have just a second? Awesome! Well _____ gave me your number because she thought you would enjoy a complimentary full color facial and a 10\$ gift card to use at your appointment! So I was calling to set up your appointment for you -what works better weeknights or weekends?

Ok awesome, just to let you know, my current hostess program is a \$50 gift certificate toward product! So if you bring at least three girlfriends to this appointment you can earn my hostess credit. I am sure there are ladies in your life that might enjoy a girl's night out. Does this sound like something you may be interested in?