

POWER START SCRIPT

Hello _____. Do you have a quick minute? I don't know if I told you, but I just started my brand new business with Mary Kay (or if you re-started you could say that), and I'm so excited. I have this huge goal that my director gave me. She said I need to do 30 faces in the next two weeks and she told me to call all the sharp woman I know, and I immediately thought of you and how you could help me with this goal. You don't have to buy anything. I just need your help. I will have a special gift for you just for helping me. Can you help me this week or next? Next, great, I have Monday, Friday, and Saturday. What's the best day for you? Saturday? Great! Morning or evening? Evening, great! 4-6 p.m. or 7-9 p.m. etc....

_____, thank you so much for helping me with this goal. Now, remember it's just as easy to do your face as it is to do a few friends. If you can help me and get a few friends together you will receive our hostess gift and up to \$100 in free product according to how many women you have at your party. We can just do you, but it is always more fun with a few friends. So, do you think you could think of some women that would come? Great! You think of those name and then I will call you in a few days to get the list of ladies you want to come so I can put together goodies bags for them.

- **Reconfirm the date, day, and time.**
- **Follow-up with a Thank You note, E-card, hostess packet, call to get guest list, and call to confirm and get directions to house.**
- **You can't follow up enough!!!**

"PARTY WITH A PURPOSE" SCRIPT

Hi _____, this is Mary, do you have a quick minute? I'm so excited, (I have just started or re-started my business) with Mary Kay, and our company has challenged us to do "10 parties with a purpose" and my purpose is raising money for (Mary Kay Ash's Breast Cancer Society, Cancer Society, Domestic Violence, whatever moves you). Every face I do I will donate a dollar and you will receive a FREE gift and when you do a "Party with a Purpose" you will receive \$100 in FREE product, and I will donate 10% from the party to our foundation. Can you help me this week or next? This will help me sooo much with my goal.