

Mary Kay before? Are you familiar with Mary Kay. You would be a perfect face model for our \_\_\_\_\_? Here is my business card with my number, go ahead and jot down yours # , and if it is okay I can call you and set up a day and time that would be good for you to be a face model for me!

**Script to Pre-profile:**

Hi! This is \_\_\_\_\_. I'm a friend of \_\_\_\_\_. I also happen to be her Mary Kay Beauty Consultant and I am doing the pampering session you have been invited to be a very special part of this \_\_\_\_\_ (date and time) at \_\_\_\_\_. I just wanted you to know that I am so excited about meeting you and pampering you! We're going to have so much fun and you are going to get totally pampered for FREE! I want you to know it's totally casual, comfortable, and complementary. There is absolutely no obligation but \_\_\_\_ (hostess) does get credit just for you coming! I would love to find out from you a little bit about your skin type and what you would like to improve about your skin. That way we can focus on what you want to focus on at the pampering session, and you can get the most out of it! So, when you have just a minute, give me a call back. Again, my name is \_\_\_\_ and my # is \_\_\_\_\_. Can't wait to see you! We're going to have so much fun. I'll see ya on \_\_\_\_\_ at \_\_\_\_\_ (date and time). Have a great night, Bye!

(most of the time I have to leave a message)

**Calling Gift of Friendship Referrals:**

Hello, may I speak with \_\_\_\_? Hi, this is \_\_\_\_\_ calling and we both have a friend in \_\_\_\_\_. Did I catch you at a good time? GREAT!! Well, I just wanted to take a quick minute to let you know that \_\_\_\_\_ thinks the world of you and has given you the wonderful gift of friendship. I recently treated her to a very pampering, complimentary facial with Mary Kay Cosmetics. She loved it so much that she asked me to give you a free pampering session, along with a \$10.00 gift certificate, because she KNEW that you deserved to be pampered. So, I'm calling to see when is the best time for you daytime or evening? Weekday or Weekend? Six or seven?