**POWER START SCRIPT**

Hi, *Customer Name*! This is *Your Name*. Do you have a quick minute? Great! *Customer Name*, have you ever used Mary Kay products? (*Listen for response)*

I’m so impressed with the products and the company; I decided to start my own Mary Kay business! I’m in a training program called ***Power Start***. I’m supposed to do practice makeovers and get 30 women’s opinions of my product and my presentation in the next couple of weeks. I’m excited, but a little nervous, so I’m selecting women I feel comfortable with *(give her a sincere compliment)*. Is there any reason why we couldn’t get together with a few of your friends for free makeovers? NO obligation to buy, of course. That will allow me to gain experience with a group of women, be more fun for you, and you can earn some free Mary Kay product!

**TIPS:**

* Be excited (but not hyper) and confident.
* Don’t chit-chat about your personal things, but rather get to the point. The women you are calling will appreciate your professionalism.
* Wear a sharp outfit when you are making phone calls, so you will feel more confident.
* Remember to expect some ***no’s***; they will lead you to the ***YES’s*** and to your success!
* Don’t stop making calls until you have 5-10 solid appointments in the next week and a half (some will postpone; this is called *overbooking*).
* Sit up straight, smile and start dialing!

**PEARLS OF SHARING SCRIPT**

Hello, *Customer Name*, this is *Your Name*, I am so excited! Do you have a quick minute? I am very excited and a little nervous. I’ve just started a training program with my new Mary Kay business and I’ll be earning free pearl jewelry in the process! How it work is I’ll listen to my Director share the Mary Kay business opportunity with 10 women so I can learn how to share it on my own. My director suggested I start with the sharpest, most quality women that I know, and I thought of you! I realize Mary Kay probably isn’t anything you’re interested in, and that is just great! I’d simply need 20 minutes or so of your time in person or over the phone to complete my training. You’ll just listen to my director and ask questions while I take notes. IS there any reason you couldn’t help me out?

**TIPS:**

* You should sound excited, but not goofy ☺
* She does not already have a Mary Kay consultant
* She is 18 or older
* She is someone you’d want to work with if she happened to decide to give Mary Kay a try
* She knows it is truly okay if she’s not interested, you just need practice!

**Power Start PLUS**

Earn your Power Start PLUS pin when you **complete** both the **Power Start** & the **Pearls of Sharing** programs. **PLUS** you earn special time with Allison and a Next Steps Goal session.

Earn pearl jewelry by doing practice interviews with your directors in your **first 30 days**.

Complete **3** practice interviews & earn your **pearl earrings**!

Complete a total of **6** practice interviews & earn your matching **bracelet**!

Complete a total of **10** practice interviews & earn your matching **necklace**!

Complete 30 practice makeovers in 30 days & earn your **Power Start** pin.

Complete 15 practice makeovers in 15 days & earn your **Perfect Start** pin.