Best Booking Script (talk excited!)

**Call everyone you know and use this script:**

*Hello \_\_\_\_\_\_\_, It’s \_\_\_\_\_\_\_ ! I’m so glad I caught you! Do you have a quick minute? Great! Listen, I’m so excited! I just started my brand new business with Mary Kay!* (pause) *Isn’t that exciting?*

*Well, listen, the reason I’m calling is because you’re not going to believe this. I have to see 30 women in the next two weeks! I know, sounds crazy, huh? Well, the reason I thought of you is because* (compliment her…sincerely - you’re so sharp, you wear your makeup so well, you always look so put together, you have beautiful skin) *and I would really love to have your opinion. You don’t have to buy anything, I just need your help to get to my 30 and I’ll have a gift for you. Tell me, \_\_\_\_\_\_\_\_ can you help me this week or next? Let me look at my schedule.* (book her – giving her two options)

**If she is excited** – transfer it to turning it into a party by saying:

*Well \_\_\_, it’s just as easy to do 2 or 3 faces as it is to do one, who can you think of that would like to have some fun with you. Let me tell you about our hostess program.*

**If she sounds a little negative and hesitant** – then meet with her one on one and build a relationship – it can turn into a party after you meet with her when she’s impressed with YOU and our products!

**If she says no… (Overcoming objections/concerns):**

**“I’m really busy”:** *Great! I’ve been looking for women like you. I need to learn how to do this fast and effectively. And that probably means you really deserve this! You don’t have to buy anything. I just need your help. What’s better for you \_\_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_\_\_\_?*

**“I don’t have money”:** *Great! This is completely free! You don’t have to buy anything. I just need your face and by working together you can even earn free products! What’s better for you \_\_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_\_\_?*

**“I use another brand”:** *Great! I have been looking to find someone who can give me a comparison. You don’t have to buy anything; I just need your face. I would love to get your opinion and see what you think of the products.” What’s better for you \_\_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_\_\_\_?*