Schedule Your Can Do Premier Power Start

"Hi _____, this is _____, Do you have a quick minute? I'm calling you because I'm so excited! I have been attending my training to become an independent Beauty Consultant with Mary Kay. I need your help. To complete my education I must be able to conduct 8 group appointments in 2 weeks, is there any reason why you couldn't get a few friends together and let me practice my new skills?" _____ (wait for her answer)

"Great, what is better for you… At the beginning of the week or the end of the week…."

(Give her choices from your weekly plan) Get the time down!!

"I want to thank you in advance for your help, this means a lot to me. I will always remember how you were willing to help me get started."

Assume an attitude of professionalism. Mail a thank you postcard. Deliver a hostess packet. Begin Hostess coaching. Create a list of the products your hostess would like to earn. Get her excited about what is in it for her. Fill in the hostess information and give to your Director

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Your 8 appointments in the next 2 weeks

Date/ Time	Name	Ph#	Address