

PEARLS OF SHARING SCRIPT

Hi \_\_\_\_\_ I am so excited because I have just started Mary Kay and as part of my training my Director asked me to pick three people whom I admire the most to help me with some training and I picked you.

I need a sharp woman to just listen to my Director share the Marketing Plan, **I KNOW YOU AREN'T INTERESTED, this is for my training on how to share the marketing plan.** I am going to just sit and listen, take notes and see how she shares information and answers any question you want to ask her. Again, I know you aren't interested but this will help me with my training, I will have gift for you plus it will help me earn my pearls!

It is important that I do this in the next 7 days, what would work best for you.....a lunch hour, week day or weekend? Morning or Evening?

Great, I will call you back within 24 hours and we will get a time scheduled with my Director!

IF YOU ARE OUT OF TOWN AND SHE IS LISTENING TO THE LISTEN FOR LIPGLOSS OR SHE CAN'T MEET IN PERSON, THIS IS THE SCRIPT YOU WILL USE.

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I need a sharp woman to just listen to my Director share the Marketing Plan, **I KNOW YOU AREN'T INTERESTED, this is for my training.** I will send you a quick 10 minute video, you watch it and then call me immediately and we get my Director on the line and she asks you a quick 3 question survey. After you complete the survey with her, she will get a lipgloss in the mail to you!

Again, I know you aren't interested but this will help me with my training, I will have gift for you plus it will help me earn my pearls!

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