

Hi *(customer name)*! This is *(your name)* with Mary Kay Cosmetics. We met *at (name of daycare)* last week. How are you? Am I calling at a good time? Great!

(her name), I'm calling because I noticed on the registration for the drawing that you would be interested in a spa facial. I wanted to let you know that on *(date of event, time, and location)* we will be doing spa facials (or whatever type of event) with our outstanding TimeWise patented products. It will be a time of relaxation and fun for you, plus I plan on giving you \$20 in free product. Doesn't that sound like a nice mini vacation? Great!

Now, let me ask you – do you have any girlfriends or family members that could use a mini vacation? Great! (whether yes or no – “Great” is the response!) *(her name)*, for every person that comes with you, I will give you an additional \$10 in free product and I will give them \$10 in free product. Free product just makes it all the more fun, wouldn't you agree?

(her name), seating is limited so a spot will be saved just for you! I can't wait to spend time with you and pampering you at your mini vacation!