

Beach Party

Consultant Booking Script

Hey Girl!!!

This is _____ with Mary Kay! OH MY GOSH...I AM SOOOO EXCITED!!! I just got off the phone with my Mary Kay Director and you're not going to believe the promotion we're running!!! We are giving away more FREE product than ever before – how would you like to WIN \$200 in FREE Mary Kay products?!!! I've got to tell you what it's all about...do you have a quick minute? GREAT!!!

My Director, _____, has selected a few consultants from our unit to introduce our new Beach Parties – which means that I get to pick someone who is fun, and who would love to receive \$200 in FREE Mary Kay and I immediately thought of you! Doesn't that sound like fun??!!

Well, this is how it works...

We're going to have a Girl's Night Out! You, me, and 12 or more of your friends, family, and co-workers are going to get together and have some fun. We'll sit around and try some new Mary Kay products...like our new Spa Lotions, Bronzing Beads, Moisturizers, Lip treatments, Anti-aging products... (who doesn't need that huh!) ha-ha.. We're not going to do the facial/makeover thing this time. If anyone wants to get together for a color appointment, I'll set something up with her at a different time. But, I will have color on hand for them to look at though. We'll also pamper you with our famous Satin Hands products!

OH YEAH!!! I almost forgot to tell you the BEST part!! Not only will you receive \$200 in FREE Mary Kay, your friends will be able to win lots of FREE stuff too!!!

So _____, the first thing we need to do is set a date for your Beach Party. The party only takes about 1 ½ – 2 hours and I am getting booked up fast...so, when will be the best time for us to have your beach party, during the week or on the weekend?

Make sure you....

- 1. Set date and time.**
- 2. Set appointment for me to take her the hostess packet and get her names so you can address postcard invitations.**
- 3. Call all of her friends and follow up with the invitations.**