

With Guest List in Hand

Hi ___ this is ___ with Mary Kay and I'm going to be doing ___ class on ___ do you have just a couple quick minutes? Great! I always like to give the guests a call before the class because I'm so excited to meet you and I can't wait to see you on ___. You know I just always promise everyone that when you come to my class when you walk out that door you will know more than when you came. So ___ is there anything with your skin you struggle on a daily basis?

(Get answers to questions #4 & #5 from profile card)

What has your experience been with Mary Kay?

___, for being so nice and answering my questions, I'm going to have a special goodie bag for you. Now the class is ___ and I'll start sharply at ___. I know everyone has busy schedules so I like to get started on time so I can get finished in 60 to 90 minutes. I can't wait to meet you.