

SCRIPTS FOR THE \$6,000-- 5-Week Plan by Awesome Ann Shears-Million\$ Future Exec Sr. Sales Director

Thanks to Directors Gloria Samuels & Tisha McIver for their assistance in providing our scripts:

SCRIPT #1—SPA PARTY SCRIPT Hi, _____, this is _____, your Mary Kay Independent Beauty Consultant & I am so excited. Do you have a quick minute? My unit is in the final 5 weeks of our Seminar year & since our goal is to take our unit to the #1 spot in the state, we need your help. As a power player on my team, I am committed to conducting 10 complimentary SPA PARTIES this month to help my unit win! At the spa party, you & your guests will enjoy a relaxing 40 minutes of pampering for the hands & face. In fact, when you invite 3 or more of your friends to join you for a spa party & sales are at least \$200 including outside orders, that entitles you to \$75 worth of MK for only \$25 & or you can choose \$50 in FREE products--Soo (name) _____ Is there any reason why you could not help us with our goal to become the #1 unit & receive FREE products at the same time? (PAUSE HERE & let her speak) _____ If they say they can help, say, "Great! What's best for you-- _____ or _____ . Thanks so much for helping my unit win!

If they say no, then just say, ok, but if you change your mind or would like to just be a silent hostess for me where you take orders, you can get free products that way too. If they say no to that just say, thanks so much for your time & if you would like to just place an order to help us with our goal, give me a call or go to my MK website at _____ and select what you need and I'll go and pick up your order from there. Our unit will appreciate any help you can give us during these final few weeks of our Seminar year including your prayers). Thanks so much for your time!

Instructions: Continue calling until you complete your goal. Keep calling until you have booked at least 10-12 appointments because you will be able to book more from the appointments you do hold. Also remember that if you invite a hostess to come to you & bring 2-3 guests, another to come & bring 2-3 guests, you are holding 2 classes but with only 1 presentation.

Script #2—SILENT HOSTESS SCRIPT--- Hi, _____ this is _____, your Mary Kay Independent Beauty Consultant & I'm sooo excited! Do you have a quick minute? Great! The reason I'm calling is my MK unit is in the final 5 weeks of our Seminar year & my goal is to help my unit rank #1 in the State & #1 in our Division by June 30th and I need YOUR help to meet my goal while at the same time receive something you already love in my MK product line. Here's my deal—Since you love the (SATIN HANDS???) _____ this is an opportunity for you ask coworkers, friends and family and get orders for just 10 sets & YOU WILL RECEIVE 2 SETS FOR FREE! Actually, you can choose any product in my line and promote but I just know that you love the _____ So _____ Is there any reason why you could not help me with my goal to help my unit become #1 in the state since we're sooo close—(Let them speak) If they say yes they will help—you'll just say—OK-Great! —Do you think you'll need 14 days to complete the challenge or do you think you'll only need 7days? If you complete your challenge in only 1 week, I'll have a \$10 restaurant gift card as a bonus! If they say NO, just say Ok and thanks for your time and of course if you change your mind, just give me a call or you can also help by going to my MK website at www.marykay.com/ _____ and place an order for some of the things you love.

SCRIPT #3—10 Minute Stop By Appointment Script!—Hi, This is _____ your MK Beauty Consultant. Do you have a minute? Great! The reason I'm calling is I am so excited that my unit is tracking to become the #1 unit in the State for the Seminar year which ends June 30th. As a team player in my unit, I have set a goal to sell 15 Satin Hands/Satin Lips Pampering Sets within the next 10 days and I need your help. This set which includes the Satin Hands Pampering plus the Satin Lips set normally retails for \$52 but I am offering it on sale for only \$45 over the next 15 days. Is there any reason why we could not schedule a 10-minute stop by appointment with you so you can try these with NO obligation to buy. For your time & your opinion, I'll also have some free samples I'll leave with you. Of course, I'll also have a couple of other products you may want to try too. If they say yes, ask "Is tomorrow good for you or would the next day work better?" If they say NO, then say well thanks for your time & if you change your mind give me a call or just visit my website at www.marykay.com/ _____. Thanks for your time & please pray that our unit reach our goal! Have an awesome day!

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SCRIPT #4—Website Sale—Hi _____ This is _____ your MK beauty consultant—I am so excited since my unit has a goal to become the #1 unit in _____ by June 30th & we need your help. As a team player in my unit, I am holding a MK WEBSITE SALE each week for the next 5 weeks where I'm featuring a different category of products each week where you purchase 1 item at regular price & the 2nd item of equal or lesser value in that category for 50% OFF! Week 1 Starting 5/25 is Skin Care—Week 2 Starting June 1st is Fragrance—Week 3 starting 6/7 is Body Care—Week 4 starting 6/14 -Lipstick/Glosses—Week 5 Starting 6/21 is Skin Care Supplements. Is there any reason why you couldn't go to my website & place your order for 1 or more of these promotions to help my unit become #1? If they say yes, say, Thanks and I appreciate your help. If they say NO, then just say, Ok thanks for your time & if you change your mind just go to my site at www.marykay.com/ _____ to place your order. If they say Yes OR no, say, Also I'd appreciate if you would refer others to my site & they should let me know you referred them and YOU receive a GIFT from me for your referral.