

## Script to turn facial into class:

Just so you know that as women, we don't ever like to do anything by ourselves so at our appointment you are more than welcome to invite some friends, family or neighbors to join us because I know we don't like to do anything by ourselves. (And I laugh and they laugh)

And so it's easier ahead of time for me to get a guest count that way I can be prepared for our appointment. Would later on today or tomorrow give you enough time to talk to a couple people? Then she'll tell me which day to follow up with and I say, "Great! I'll do a special. If you contact me before I call you, letting me know your guest count then I'll have a special gift for you when we get together. Does that sound great? Awesome!

And ahead of time , if you don't mind,when you are confirming that they will be joining us, ask them permission for me to call them so I can ask them a couple of questions about their skin just like the questions that I ask you.

Whether your skin is normal to dry, if they like powder or liquid foundation, their skin tone, if they've tried Mary Kay before or if this is their first time. Would that sound okay?

Great! One last thing, if you find that you need to reschedule, I just ask that you give me 72 hours advance notice. Is that okay? Perfect! Well, I'm looking forward to our appointment on \_\_\_\_\_at \_\_\_\_\_. Would you like me to send you an email or mail reminder? Which email or mail address would you like me to send that to? Perfect! Thank you so much and I look forward to talking to you tomorrow for your guest count.