

Call Backs

What happens when you try to reach that hostess or lead for the “call back” you promised and made a date to do? How many times should you call back? Do you feel after a couple of calls that she doesn’t want to talk with you and is avoiding you?

This is not a comfortable feeling, but look at the following script! I believe it will be very helpful to relieve that feeling on “both sides”. If it is done sincerely, you are communicating your concerns for the other person. Life does happen and we should always believe the best about all people!!! Even if she just didn’t call back, she will know you care after listening to this message. The important thought is to be sincere. This is not a script to trick someone in calling you back. It is an example of how to show your concern to others. I suggest you keep this in your “scripts” file for future use.

I will usually try 5-6 times to contact someone. If they don’t respond, I leave a message something like this:

Hi, _____ (her name), this is _____ (your name) again...I’m calling because I’m beginning to worry about you. I’m nervous that something bad may have happened to you. I’ve left several messages and I’ve even dropped a note by your house. It’s so unlike you to not return my calls – are you ok? I’m also worried that you may not be returning my calls because of this class we have booked. Please don’t worry about that...I’m not! I just want to know that you are okay. Please call me, _____ (her name).Bye.

Be aware that sometimes things DO HAPPEN to people. Always give them the benefit of the doubt. This script is almost 100% successful. I don’t ever remember a time when I didn’t get a call back. Besides that...it just reinforces that you DO CARE ABOUT THEM.

Also remember that NSD Debbie Moore rescheduled her appointment with her “pleasantly persistent” consultant 8 times before she actually held it. The only reason she went was because her husband told her to go so “that woman” would quit calling their home! Well, Debbie signed her Beauty Consultant Agreement and went on to become an NSD! Are you willing to give up on someone who could be your future NSD? I don’t think so!

From Gloria Mayfield-Banks



