

Snow Day Scripts

Hi Suzy! This is _____, with Mary Kay, do you have a quick minute? Crazy weather isn't it? Even though the weather is bad, it's good for you! I am doing a SNOW DAY SPECIAL and a SNOW day lottery !!! Anyone who places an order gets their name into the drawing and someone will get their entire order for free! For every 40.00 you order your name goes in once. Plus at 40.00 EVERYONE gets a free mini satin hands from me to keep your hands soft this winter!! What do you need to keep you gorgeous?! :) smile!

PRESELL the new foundations:

OMG- I have to tell you about some new incredible products that are launching! There are 2 new foundations that I can order in next week-starting the 19th-one is a luminous wear liquid foundation for normal to dry skin and one is a matte wear liquid foundation for combo to oily skin. (See and study product central and attachment for details on these products).How is your skin feeling these days? Ok-I think the _____ would be your best bet. AND as requested by many women, we are also launching a foundation primer and a new liquid foundation brush!!! Which would you like to try?

AND I have a way you can get your entire order for 1/2 off or maybe even FREE even if you don't win the LOTTERY:

Schedule a facial with 2 friends in Jan and get your entire order at 1/2 off-even things you decide on that day! Possibly free depending on your sales and additional hostess credit!

To ensure the best results-so that you don't have to think about a thing- I will do 90% of the work for you-usually having me invite 15-20 means 3-5 will be able to come so you don't even have to do a thing besides get me their name/cell/email-I will do everything else ...Who do you have in mind for me to invite? Help her get the guest list together now-could be 5 friends, 5 co-works, 5 family and 5 neighbors... ask her if they respond faster to texting or emailing (next Mon is too close to snail mail invites). Have her email you the list of their name/cell/emails and when she does so w/i the next 24 hours she earns another free gift from you. Encourage her to do it tonight-while she is snowed/iced in :) You might even do a contest to say that the first preferred customer to email you their list of people to text/email gets an extra prize.

IF no to booking , then go on with your sale.....

Finish her order and set up delivery/payment-I like to do cc/debit so I can process it asap and not have to wait on a payment. Then if she is your lottery winner-you just don't process it at all.

After her order is taken if she doesn't book, ask for the referral: *Suzy, I bet you know other busy women like you. Is there anyone you would like to treat to a small gift ? I provide the gift and 15 - 20 minutes of pampering (whatever she wants)--I'll even give you a \$5 gift certificate for each person who sees me! Who are the busiest woman you know?*

Can't wait to hear your results!!!! Working full circle IN SPITE of mother nature!!!!