



Girlfriend Party Packs

Wouldn't you love a fun and exciting way to book every one of your current clients PLUS be introduced to MORE of their friends? When I talked with Jenn personally she stated that she pursued booking with 13 of her clients and 10 booked on the spot! AND a couple of her clients have already called her back to see if it was "OK" to have more than TEN attend! I also spoke with Marci's Senior Director Mary Roberts, and with this program Mary held 12 Classes and sold \$4,000 in July! Ladies, there is just something about WINNING that makes people MORE EXCITED! Try it!! Can you afford NOT TO?

THE SCRIPT:

Hi is _____ home? Hi _____ this is _____ with Mary Kay, I hope I'm not catching you at a bad time.... Great! First of all, I am calling to see if there's anything from the new Look catalog that you need to keep you looking great? OK, great! Also, I decided to do a drawing for a few lucky customers to win a fun "girlfriend party pack" and I pulled your name out today....

Congratulations!

Let me tell you what's included in the Girlfriends Party Pack, everything I'm going to mention is for you and up to 10 girlfriends....so every guest will receive dessert and a beverage, a cleansing Facial, Lip treatment, Microdermabrasion, Satin Hands treatment, a Basic Color Makeover, before & after Makeover pictures for each girlfriend ~ sent to them via email, AND \$50 In Free Products FOR YOU— plus 3 awesome cosmetic bags when you have 5 or more friends join you! _____ this type of pampering session is valued at over \$250 PER PERSON, but I'm going to do it for FREE!!!

AND

Because you are helping me meet my goal of faciating 50 women, I will also select at least TWO GUESTS from your GIRLFRIEND PARTY to receive their own FREE GIRLFRIEND PARTY PACK!!

Once we pick a date and time for your Girlfriends Party today, I'll go online and email you a link, where you can send email invitations to your guests and they can reply back to me, as to whether they can attend, then I'll take care of the rest!!!

I hold appointments during the week and on the weekends, which would work better for your schedule? Daytime or evening? Great, I have _____ and _____ open, which one do you prefer? Do you want me to come to your home or would you and your girlfriends prefer to come to my home in _____? Great, I've got you down for _____ at _____, Now I just need your email address to send you the Girlfriend Party Planner link....

(If they don't have email, schedule a time to call them back within 2 days to get their customers names and addresses, so you can snail mail the invites. Try to schedule appointments within two weeks and not further out than three unless your schedule is tight. You'll want to do as many as you can before the quarter ends.