

So often it is the words you use that make a difference. I just wanted to share a couple of quick dialogues that have worked for me:

Scheduling Appointments who registered in a Facial Bag or at an event:

Hi _____! This is (name). Do you have just a minute? I am with Mary Kay and you registered at _____ or we met at _____. I have a \$10 (optional amount up to \$20) Gift Card for you to spend at a pampering makeover. I am calling to find a time for us to get together. When is usually best for you the first part of the week or the latter? ___day or ___day? ___ time or ___time?

Team Building:

- I notice that:
 - you are good with people.
 - you do a great job with your makeup.
 - when you talk people listen.
 - you are so much fun.
 - Insert whatever attracted you to thinking she would be a great consultant.

I think you would be great in a Mary Kay business. I don't know if this is something you would ever consider for yourself but I do know that you are an intelligent woman and would need to hear more about it before you could possibly know if this appealed to you or not. I would be completely remiss if didn't invite you to:

 - listen in on a Webinar where my Director gives an overview of a Mary Kay business and how it works. You can choose one item at ½ price just for listening.
 - join me for coffee/lunch just to get some information.
 - to come with me to my MK Success Training to meet my Mary Kay friends.

If this ends up being something you think you would enjoy, I know I would enjoy working with you. And if this is not a fit for you, I would value you as a talent scout for me as I am growing and hand selecting my my team of consultants.

- I would love for you to work this business with me.
- (Or at the end of an I-Story) Maybe you would like to work this business with me. Please watch me today and let me know if you'd like more information when we do our individual consultations at the end.

Referrals:

Be specific about what you are asking for...Example not just "Who do you know?" but "Who do you know that is getting married?" "Who do you know that could use some pampering?" "Who do you know that has been through a stressful time and could use some pampering?" "Who do you know that really cares about how she looks?" "Who do you know that loves to play up her eyes?"