

Booking Scripts

Gift of Friendship:

Hi Suzie this is Colette Ingram, I'm a friend of ___ and I have a Gift of Friendship from ____, do you have a quick minute or did I catch you in the middle of something? Great! Like I said, my name is Colette and I am a Professional Image Consultant with Mary Kay Cosmetics and *recently* Suzie had a makeover with me and I gave her some **Free Pampering Sessions** she could spoil her favorite girlfriends with and YOU were at the top of her list!

How do you know Suzie, are you friends or family? Is this a special time of year for you? (YES) Great congratulations! (NO) She must have just wanted to spoil you this week!

Let me tell you *real quick* about your gift, and how you can take advantage of this. It is a **One Hour Skin Care and Glamour Session**. (Romance this appt!) We design a skin care program just for you, let you try it, and give you a gift certificate, compliments of Suzie that you can use towards anything you would like to take home that night! Doesn't that sound great?

We usually book those pampering sessions in Louisville on Tues. nights at 6:30 or Sat. mornings at 10:00. **Which is more convenient for you, and I will give you the dates I am available?** (Book her)

I just need to get a little information from you so I can send you the "reservation card".

****Get her address and e-mail****

Now Suzie, I am going to mail you the reservation postcard with the address to our Mary Kay Training Center. This reservation *entitles* YOU + 3-5 of your *very favorite people* to the same pampering as ___ gave you! Then, you will ALSO receive an e-vite through your e-mail that you can forward to any girlfriends you would like to bring with you. This also has a link to google maps and will show you exactly where you are going. Do you have any questions for me?

Then the day before your appt, I will call you and make sure that date still works for you, because a whole lot of life is going to happen between now and then. I will ask you a few questions about your skin, and get the names and phone numbers of any guests you would like to bring with you, so we can make sure we are all set up for your pampering!

Suzie, this is my personal cell phone, feel free to call me back if you think of any questions between now and then, and I can't wait to meet you!

Phone message: Hey Suzie! This is Colette and I am a friend of ___s. I have a Gift from ___ that I promised her I would deliver, so call me back and I'll tell you all about it!