

"Hi _____, this is _____ with Mary Kay, I know you are probably busy, but do you have 5 minutes? Great! With Thanksgiving being less than a week away, I wanted to take this opportunity to THANK YOU for being such a wonderful (friend, sister, aunt, mother-in-law, friend, teacher, client et.) and my Mary Kay customer. I appreciate and value the support you have given me. As a thank you gift, I want you to hear what I have to offer you for December. Instead of a normal skin care appointment, I will be doing quick Holiday consultations. This is a FAST 30 minute appointment where we update just lipstick and eye shadow so you will look GREAT for your Holiday party or Family Photos. Part of your thank you gift is a FREE lipstick or lip-gloss. I know you like to look your BEST and you LOVE FREE stuff. Am I right? The dates I have available for the first week of December are (_____) Which would work better for you? (Let her select a time. If the first week doesn't work for her let her pick a date from the second week.) At her appointment if she has a Holiday party coming up then you will want to show her how to take the look and make it more dramatic for her party. You can also tell her she can invite one GIRLFRIEND to join her. Finally, you will say after you book the appointment... " _____, since I will not be seeing you until after Thanksgiving, is there anything you need NOW?"