

# Power Start Booking Script

## Phone

Hi \_\_\_\_\_, this is \_\_\_\_\_. Do you have a quick minute? (Chit chat)

I just started a business with Mary Kay and my first challenge as a consultant is to practice putting our products on 30 faces in 30 days! I'd love to borrow your face and for you to be one of my first 30. Could I ever borrow your face? I'd love it! Would a week night or weekend be better for you?

*(SET DATE AND TIME WITH HER BY GIVING 2 CHOICES)*

Awesome! I'm just thinking...it's just as easy for me to do one face as it is for me to do several at one time, plus pampering is always more fun with girlfriends. If you have a few friends join us, I will give you free product and it will help me get closer to my 30 faces too! What do you think? Is alone or with a couple friends better for you?

*(IF SHE SAYS SHE COULD ASK A FEW PEOPLE....THEN SAY)*

Great! I think that would be so fun. Here's what I'll do. I can create a cute, fun text image for you to pass along to them to invite them.

*(CREATE AN IMAGE LIKE THE ONE BELOW USING THE FREE RED STAMP APP)*



And are you on facebook? We can create a facebook event too! Just don't invite your ENTIRE contact list, just a select group of 20-25 or else it's super annoying. We want them to feel special and hand-selected! I'll create the event and invite you and you can add your people!

## Text

### *TEXT SCRIPT for Power Start Booking*

- *Always start with a personalized ice breaker text first, just saying something unrelated to MK and make sure she replies first, THEN, ask the MK question.*
- *Use LOTS of fun emojis*

### *After initiating chit chat texts...*

While I've got you, I'm super pumped! Did I tell you I just started a brand new business with Mary Kay?

I know! Who would have thought, right? I'm excited. Loving it already. One of my first challenges is to practice putting our product on 30 faces in 30 days! Could I ever borrow your face as 1 of my 30? 😊 I'd love to spend some time together too!

Great! Thanks SO MUCH! Are week nights or weekends better for you?

*(GIVE TWO CHOICES UNTIL YOU SET A DATE...THEN....)*

And...I can do 4-5 faces just as easily as I can do 1! If I make a cute text image for you to share, would you ever want to invite some fun girls to join us? You'd get some free product if they come too!

*(You can also ask if she's active on facebook and offer to create an online event there too!)*

*If you haven't heard back from someone for 3-4 days after asking to book them, then I check back in using this script with LOTS of emojis....*

Hey \_\_\_\_\_! Just checking back in to see if you got my text – I know sometimes mine get buried on any given day! I sure would love to borrow your face and to spend some time together! I'll check back in a few days if I don't hear back from you!