

FOLLOW-UP AFTER VIRTUAL LAUNCH PARTY

Congrats on having your launch today! After your launch, here's what you say to your guests from today when you call them... (Let me know if you have any questions)

1. Did you enjoy yourself?
2. What questions did you have about what we talked about?
3. So, you know your situation better than me, which set would you like to get started with - the Cadillac set, the Queen set, the Princess Set or a mix-and-match of your favorite things?
4. Is there anything else?

*****Get payment information here*** Your total is \$____. how would you like to take care of that? Venmo, Zelle, CashApp, or Visa/Mastercard/Discover, etc.? Whichever is easiest for you.**

5. Thanks so much and I'm so excited for you! For your virtual pampering session, would you rather do that one-on-one, or would you like to have some friends join us and you earn free products? Great! What's better, next week or the week after? (Continue to give 2 choices until a date and time are narrowed down.) Great! So I have us down for _____ at _____.

6. I'd like to help you get any products you didn't get today at a discount or even free! Which other products do you want me to put on your list?

7. There's just one last thing _____. One more quick question? I also need to practice sharing the Mary Kay story with my sales director. Would it be OK if we Zoom with her for about 15 to 20 minutes so I could hear how she presents it and take notes? I'm not above bribery! How does a 50% off mascara sound?

Once she says YES, you can send her my video at www.latricerichie.com/choices

And from there, you can book a time on my calendar to get her feedback after she watches the video.

<https://calendly.com/latricerichie/peekintopink?back=1&month=2020-06&date=2020-07-03>

CONGRATS AGAIN!