

# Booking Script



SAY THESE EXACT WORDS...  
THEY WORK!

Hi, \_\_\_\_\_, this is \_\_\_\_\_! I'm so excited....I just started my own business.

I just became a Mary Kay Beauty Consultant, and I need your help. As part of my training, I'm looking for faces to practice on. You don't need to get anything from me, but would it be alright with you if we practice together? 😊↑

*When they say "YES", don't hang up the phone. This is your opportunity to get a TENTATIVE DATE. HOW?? By asking this question:*

What's better for you, during the week or on the weekend? During the day or evening?

*Once you have the date, you can then plant the seed for her to invite others.*

*For example:*

\_\_\_\_\_, if you want to invite a couple of people, that would be great! You might get free stuff, and it will be more practice for me. But remember, I'm coming for you anyway.