

The Only Booking Dialogue You'll Ever Need!

"Hi _____. This is _____ calling. Do you have a quick second?"

I'm so excited about a decision I've made. I've decided to:

- 1) build my own business with Mary Kay Cosmetics.
- 1) raise money for the Mary Kay Ash Charitable Foundation which supports research into the cancers that affect women
- 1) promote myself up to mid-management
- 1) blitz my business this week (month)
- 1) take my Director's challenge

What I need to to is:

- 1) get opinions from 15 women of my presentation and products over the next 2 weeks
- 1) Hold 20 classes this month so I can reach my goal of \$_____ in donations
- 1) Give information about the Mary Kay business opportunity to the 5 sharpest women I know this week

Is there any reason why you could not:

- 1) let me borrow your face and your opinion? I'll have a great gift for you.
- 1) Allow me to pamper you and some friends with a hand treatment, a skin care analysis and a color consultation? I'll have a great gift for you, plus you can get free products.
- 1) Get together with me later in the week over a coke or coffee and let me share the information with you? I'll have a nice gift for you for listening. It may be for you or it may not, but you have nothing to lose by listening. When she says, "yes," then immediately give her two choices of dates. "I have _____ night or _____ morning available. Which works better for you?"

"_____, I also need the opinion of women I don't know. Is there any reason you couldn't include 2 or 3 women I don't know? In fact, there is a way for you to get free products by doing this!"

"Great, I will call you tomorrow and get the names and telephone numbers of your guests. I need to call them in person so that I can get advance information on their skin types and skin care needs."