

Booking Scripts—GYIG 2020- Christine Hoekstra—Sales Director

Friend/Family--- you've never asked before (Chicken List)—(Facebook PM, Text or Email)

Hey Sue!! Hope you had a nice Christmas! Random question and I'm nervous asking but have you ever tried Mary Kay? I'm reaching out to ladies I've never asked before and hoping you will help? Mary Kay has asked me to challenge myself and do 30 personal facials in January. Would you be one of my 30? Just for helping you get a gift! Please let me know – even if you aren't interested! Thanks!

Hey Sarah! Question....and I'm putting you on the spot (sorry! 😊). What kind of skincare and glamour do you use? Would you be open to have a session and critique our new skincare so I can submit feedback? I wasn't sure if you've used Mary Kay before? The new line is crazy award winning great--- thoughts? You get a nice gift card for helping me!

Sarah's response: I use Rodan and Fields & basically MAC products, but I would love to try the products! Let me know what you are thinking! 😊

My response: Thank you! Are you available in the next few weeks.....

Hi Jill! How are you? Ok, random question & I'm throwing myself out there..... but could I do a winter/spring makeover session with you? Just a simple and fast "Dash out the Door" look? I'm scheduled to do 60 of these in 60 days and I'm trying to network with people I know through the community, high school, etc.....but have never "done" Mary Kay with! Will you be one of my faces? It's free and you'll look great! Let me know if calling you is better and we can set it up! Thanks so much! PLEASE let me know- even if you aren't interested! Christine

Hey Toni--- Question.....and I know I asked you many YEARS ago but I'm reaching out again! Every year I do a fall professional Mary Kay portfolio for women in different professions. You do a fun before/after makeover, try new skincare like charcoal mask & more and critique the new stuff! I'm looking for 2-3 ladies in real estate yet-- interested? Again...no obligation!

No Response and what to say:

Hey Laura-- just following up on this & I think you saw it? Again, no obligation and PLEASE don't feel bad if you aren't interested! I'm just trying to schedule all appts in the next 48 hours so touching base! Please let me know either way! Again, no big deal! THANKS!

Out of Town- Facebook Message or Email or Text:

Hi Linda--- Ok, random question & I'm throwing myself out there..... Have you ever tried Mary Kay before or do you use Mary Kay? You're always so fun & friendly when I see you at family events (which isn't often!!!) & I'm trying to network with people I know thru the family, high school, etc..... but have never "done" Mary Kay with! I need to have 100 people do a winter/spring makeover with skincare & color for a training book I'm responsible for. Will you be one of my faces? It's free and I will mail you the samples unless u want to make a road trip to GR & come to my studio! Let me know if calling you is better & I can explain it.....Thanks so much! PLEASE let me know- even if you aren't interested! Christine

Hey good morning Sharon! Happy January! Are you or your daughter still using any of the MK products? I'm doing my fall schedule & Mary Kay has asked me to expand & work in different geographical areas. I'd love to come to your area & do some of our sessions with skincare and new foundations!! No obligation but wanted to reach out!

Hi Deb! So a question....I'm planning on working in different areas the next 2 months. I know I mentioned to you quite a few years ago about coming and having a girls night and playing with makeup & skincare-- just trying new stuff! Would u want to do that? I'd love to come work with some of my consultants in Detroit area & visit my cousins too!

Booking prior to covid that didn't hold, now virtual attempt or face to face:

Hi Susie, this is _____ with Mary Kay. I know we had a pampering session booked and then life happened! How are you doing with everything? I know it's impacted everyone so differently! We would still love to offer you your session and gift certificate! You would get the same skin treatments we talked about before, but now it's all done virtually! It's awesome! How fun is that?

Hi Susie, this is _____ with Mary Kay! I'm hoping you remember me?? Kinda awkward but I met you 4 years ago and I'm super embarrassed we never connected! I still have a pampering session and a gift card in your name! Can we connect? Would love to fill you in!