**VOICEMAIL:**

“Hey \_\_\_\_! This is \_\_\_\_\_. I have a quick question for you. Give me a call when you can! Thanks!”

**LIVE:**

“Hi \_\_\_\_\_! This is \_\_\_\_\_\_. How are you? I’m calling to share with you that I just started my own Mary Kay business. (let them respond) For my training, I’m booking 8 Grand Openings. These Grand Openings are pampering sessions where you get to try our skincare such as deep pore cleanse, microdermabrasion and more! I was calling to ask if you would let me borrow your face?”

Let her respond…

If yes…

“Ok awesome! So this is for you and up to 6 women! You will receive a $25 gift certificate (or insert hostess program) and all of your guests will receive a fun free swag bag! All of my appointments are held in one of two ways, either at my studio or a mobile appointment, which means I come to you! What would you prefer?” Let her respond….

“What works better for you? Nights or weekends?”

“Ok, what I will do now is send you over a text message that you will send to all of your guests. This way they are RSVPing to me and makes your life really easy! While I have you on the phone..

1. what current skin care line are you using?
2. If there was anything you could change about your skin, what would it be?
3. Are you more combination to oily or normal to dry?