

## GIRLS BEHAVING PINKLY Booking Scripts

To be used when booking existing Customers, Friends or Family:

Hi \_\_\_\_\_,

*This is \_\_\_\_\_ calling! OH MY GOSH...I AM SO EXCITED! I just got off the phone with my Mary Kay Director and you're not going to believe what she is doing! She is giving away your choice of gorgeous, "pretty in pink" accessories! I've got to tell you what it's all about...do you have a quick minute? Great! (If she cannot talk then, ask if an hour from now, or the same time tomorrow would be better.)*

*Well, this is how it works...*

*We're going to have a Girl's Night Out! You, me, and 15 of your friends, family, and co-workers are going to get together and have some fun. We'll sit around and try some fun MK products...like our Spa Lotions, Moisturizers, Lip Products, Anti-aging Products...who doesn't need that! (Ha-ha) We're not going to do a facial/makeover thing this time. If anyone wants to get together for a color appointment, I'll set something up with her at a different time. But, I will have color on hand for them to look at. We'll also do an awesome hand treatment with Satin Hands! The winter air tends to dry out our hands, so this will feel great!*

*Oh Yeah! I almost forgot to tell you the best part! Not only will you get to choose from some gorgeous prizes to make you "pretty in pink", but also when you have 15 guests or more, one of your friends will win a beautiful pink gemstone and silver bracelet!*

*So, \_\_\_\_\_, the first thing we need to do is set a date for your Girls Behaving Pinkly Party. The party only takes about 1 1/2 – 2 hours and I am getting booked up fast...so, when will be the best time for us to get together -- during the week or on the weekend?*

1. Set date and time for the GBP Party.
2. Set a time within the next 24-48 hours for you to deliver her Hostess Packet and get her guest's name, addresses and phone number -- so YOU can send the invitations. When you walk in the door, just say "let's get your guest list together right now so I can get the invitations in the mail for you". Who is on her Christmas card list . . . who does she know in her neighborhood . . . her kid's school . . . church . . . co-workers . . . old school friends, etc. Go through her address book with her and get the list done on the spot!
3. After you finish scheduling the Party, and the appointment to deliver her Hostess Packet, immediately mail her a "Thank you" note for booking the class.
4. A few days after the invitations are mailed, call each guest to follow up using your Tracking Sheet.

## To be used when Booking a Referral:

*Hi \_\_\_\_\_, this is \_\_\_\_\_ calling. I understand you are a good friend of \_\_\_\_\_. Is this a good time for you to talk? Great! (If she cannot talk then, ask if an hour from now would be better.)*

*The reason I'm calling is because I'm a Beauty Consultant with Mary Kay and \_\_\_\_\_ said some great things about you. She also said you love having girl fun and would enjoy getting some of your friends together for our awesome Girls Behaving Pinkly Party as she did. \_\_\_\_\_ wanted me to share this fun opportunity with you, because my Director in Mary Kay is giving away your choice of gorgeous, "pretty in pink" accessories and \_\_\_\_\_ told me you love free stuff! What's even better is I do all the work and you get to have fun!*

*Well, this is how it works...*

*We're going to have a Girl's Night Out! You, me, and 15 of your friends, family, and co-workers are going to get together and have some fun. We'll sit around and try some fun MK products...like our Spa Lotions, Moisturizers, Lip Products, Anti-aging Products...who doesn't need that! (Ha-ha) We're not going to do a facial/makeover thing this time. If anyone wants to get together for a color appointment, I'll set something up with her at a different time. But, I will have color on hand for them to look at. We'll also do a great hand treatment with Satin Hands! The winter air tends to dry out our hands, so this will feel great!*

*Oh Yeah! I almost forgot to tell you the best part! Not only with you get to choose from some gorgeous prizes to make you pretty in pink, but when you have 15 guests or more, one of your friends will win a beautiful pink gemstone and silver bracelet!*

*So, \_\_\_\_\_, the first thing we need to do is set a date for your Girls Behaving Pinkly Party. The party only takes about 1 1/2 – 2 hours and I am getting booked up fast...so, when will be the best time for us to get together? Would during the week or on the weekend be better?*

1. Set date and time for the GBP Party.
2. Set a time within the next 24-48 hours for you to deliver her Hostess Packet and get her guest's name, addresses and phone number -- so YOU can send the invitations. When you walk in the door, just say "let's get your guest list together right now so I can get the invitations in the mail for you". Who is on her Christmas card list . . . who does she know in her neighborhood . . . her kid's school . . . church . . . co-workers . . . old school friends, etc. Go through her address book with her and get the list done on the spot!
3. After you finish scheduling the Party, and the appointment to deliver her Hostess Packet, immediately mail her a "Thank you" note for booking the class.
4. A few days after the invitations are mailed, call each guest to follow up using your Tracking Sheet.

To be used when Booking a Warm Chatter:

*Hi \_\_\_\_\_, this is \_\_\_\_\_ calling. If you recall, we met at \_\_\_\_\_ last week. Is this is good time to talk? Great! (If she cannot talk then, ask if an hour from now would be better.)*

*The reason I'm calling is I'm a Beauty Consultant with Mary Kay and I thought you were so sharp and fun when we met. I love to share all our best opportunities in Mary Kay for girlfriend fun with ladies I meet that seem to enjoy people!*

*My Director in Mary Kay is giving away a choice of gorgeous, "pretty in pink" accessories for hosting a Girls Behaving Pinkly Party. What's even better is I do all the work and you get to have fun!*

*Well, this is how it works...*

*We're going to have a Girl's Night Out! You, me, and 15 of your friends, family, and co-workers are going to get together and have some fun. We'll sit around and try some fun MK products...like our Spa Lotions, Moisturizers, Lip Products, Anti-aging Products...who doesn't need that! (Ha-ha) We're not going to do a facial/makeover thing this time. If anyone wants to get together for a color appointment, I'll set something up with her at a different time. But, I will have color on hand for them to look at though. We'll also do a great hand treatment with Satin Hands! The winter air tends to dry out our hands, so this will feel great!*

*Oh Yeah! I almost forgot to tell you the best part! Not only with you get to choose from some gorgeous prizes to make you pretty in pink, but also when you have 15 guests or more, one of your friends will win a beautiful pink gemstone and silver bracelet!*

*So, \_\_\_\_\_, the first thing we need to do is set a date for your Girls Behaving Pinkly Party. The party only takes about 1 1/2 – 2 hours and I am getting booked up fast...so, when will be the best time for us to get together? Would during the week or on the weekend be better?*

1. Set date and time for the GBP Party.
2. Set a time within the next 24-48 hours for you to deliver her Hostess Packet and get her guest's name, addresses and phone number -- so YOU can send the invitations. When you walk in the door, just say "let's get your guest list together right now so I can get the invitations in the mail for you". Who is on her Christmas card list . . . who does she know in her neighborhood . . . her kid's school . . . church . . . co-workers . . . old school friends, etc. Go through her address book with her and get the list done on the spot!
3. After you finish scheduling the Party, and the appointment to deliver her Hostess Packet, immediately mail her a "Thank you" note for booking the class.
4. A few days after the invitations are mailed, call each guest to follow up using your Tracking Sheet.