

New Consultant scripts for Booking and Coaching

Tips for booking:

- Have everything in your life on one calendar
- Ask if they can take a quick call, if not text
- Offer 2 times that you have available
- When live, don't stop talking until you get to the choice question
- You can use zoom, Facebook messenger or facetime for virtual appointments

Scheduling an appointment

Coaching an appointment

Tips for coaching:

- Get the guest list within 24-48 hours. The party is holding if there is a guest list
- Let her know you will have a gift for her
- Remind each guest the day before

Getting the Guest list

Do you wear mascara? I am going to send each guest a personalized gift with skin care and spa products. When we hang up, I'll send you a script that you can use to invite friends. If you invite 10-12, you'll have 5-6 who will be able to attend. If you get me the guest list by (24-48 hour later) as my thanks I'll have a free mascara (or lip gloss, or lip balm or hand cream) as my thanks, so I can get the packets in the mail!

Script to the guests

Hi – name! This is LisaAnne with Mary Kay and Suzy hostess's party on date/time. I'm looking forward to meeting you! I'm sending you an envelope filled with personalized skin care and spa samples for our Zoom on date/time. Could you please fill out this quick form so I can them in the mail to you? (you can use a google form, or ask them for this info:

Name

Address

Skin type normal/dry or combination/oily

Birthday

Skin tone very light/light to medium/medium to deep/ deep/very deep

Eye color

Script to guests day before the party

Hi – name! This is LisaAnne with Suzy hostess's party tomorrow at date/time. Here's the zoom link for our party! Have your packet of samples, an ink pen, wash cloth, and bowl or water or be in the bathroom. Have a great day see you tomorrow! Zoom/....