

Confirming / Pre-Profiling Script

This script is formatted with space for you to make written adjustments and make this script work for you!

CALL THE DAY BEFORE YOUR APPOINTMENT!!!

Hey _____, this is _____ with Mary Kay. I'm just calling to confirm our pampering session tomorrow at _____. I am so excited about seeing you tomorrow! I just want to thank you in advance for helping me out. I am working really hard to wrap up my _____, and you are really making a difference for me. Thanks so much!

I just have some quick questions for you so I can have everything ready when you arrive. I know you're super busy, so if you call me back and get my voice mail, feel free to leave me a message—I don't want you to have to play phone tag. I'm just wondering if your look preference for tomorrow is more natural, professional, or dramatic; if you feel like your skin is more on the dry, combination, or oily side; and what you're currently using for skin care just so we prep your skin correctly. So if you could give me a quick call back, that would be great! You can reach me at _____. I'll plan on talking to you soon!