

Warm Chatter Portfolio Booking Script:

"Excuse me, I totally don't want to bug you, but I have to ask you...has anyone ever asked you to be in their make up portfolio? Well, I'm a new consultant with Mary Kay and I'm building my first portfolio so I can get color certified and I want it to be really good. And you are/ have _____ (leave genuine compliment.) Is there any way I could bribe you with free stuff to be in/ model in my portfolio?"

"Here's my card so you know I'm not a crazy lady. **WHY DON'T YOU** jot down your name and number and I'll call you tomorrow to compare schedules. "