

DEAL OR NO DEAL BOOKING SCRIPT

Now we're going to play a game. I'm coming around to let everyone pick an envelope but don't look inside it! (Let them pick one and hold it.)

How many of you have heard of the game show Deal or No Deal? It's a pretty simple show really: you can't peak inside the case until you take a risk and say "deal." Our business is simple too. We love holding girlfriend pampering sessions! We know your time is valuable, so here's the thing: we make it REALLY worth it for you in free product!! Just by having three women present who don't already have a consultant you get \$75 of product for \$35! That's \$40 free!

BUT tonight I'm offering you even more. When you book a girlfriends pampering session tonight you also get the free product that is in your hand. Now remember no peeking yet! ☺ It could be that you are holding a free lipstick or lip gloss (\$13 value) or a hand cream.... OR it could be that you are holding the free MICRODERMABRASION valued at \$55!!! You'll have to book to look.

So I'm going to go around the room and ask you "Deal or no Deal?" If you say "Deal" I'll come to your home, meet your friends, we'll have a great time and you'll get FREE PRODUCT! If you say "no deal" I won't come over, I won't meet your friends, we won't have a great time and you won't get free product ☺. OK.... Let's go.