

## ***The Look Follow-Up***

### **Booking a Party**

Hi, **[Customer's Name]**. It's **[Your Name]**. Did you receive your Spring 2016 issue of *The Look*? It's full of fresh awakenings! You'll discover a romantic new beauty collection with everything from color products to pedicure faves. You'll find an exciting new body product, gorgeous color looks and regular-line must-haves for spring beauty. And you can experience the sparkling new *Forever Diamonds*™ fragrance for women. I'm happy to help you try these products and find a fresh new look. Let's schedule your party now! What date and time works best for you? Are you available to host a party on **[Date]** at **[Time]**?

### **Re-Orders**

Hi, **[Customer's Name]**. It's **[Your Name]**. Did you receive your Spring 2016 issue of *The Look*? Great, did you to try the free sample of the the sparkling new *Forever Diamonds*™ fragrance for women? Great, What did you think of it? Is there anything you are running low on or that you need? (If Yes, write down what she says and total it for her). If under \$40. Say: You Know, **[Customer's Name]**, you are super close to receiving a Free Gift with Purchase. Your Total is \_\_\_\_ (Don't say Dollars) If you purchase at least 40 you will receive a FREE gift. Is there anything else you need?

### **Referrals and Booking**

Hi, **[Customer's Name]**. It's **[Your Name]**. The Spring 2016 issue of *The Look* is filled with fresh beauty products for spring! Inside you'll find a romantic beauty collection, an exciting new body product and a sparkling new fragrance. So why not have a party and earn hostess perks? You and your guests can try a gorgeous new look for spring occasions. Let's schedule your party now. What date and time work best for you? Are you available to host a party on **[Date]** at **[Time]**?