

## Booking and Coaching Scripts for New Consultants

Keep track of your bookings:

<https://drive.google.com/file/d/1W4fhKBREn43U2AoR29TOAIHrMJVmfLNe/edit>

### STEP ONE:

**1st Text to send individually via Text or FB messenger:**

Hi name! (Connect/catch up and make a personal sentence) So I know this is random, but I just became a beauty consultant with Mary Kay. I was thinking about you, and I thought it would be fun to send out a pamper pack that includes free samples and a virtual spa session! I have a challenge to get feedback from 30 women this month. Would you be open to me sending you one and helping with my training??

**When she says yes you say:** Yay awesome! You're gonna love it! Do you mind if I ask you a few questions about your skin so I can customize it for you?

**Questions to ask:**

1. Would you describe your skin type as normal, dry, oily, or combination?
2. What is your age range?
3. If you could change anything about your skin what would it be?
4. What is the best mailing address to send your samples to?

### STEP TWO

**Get their names and addresses submitted to me so I can send out their pamper packs!**  
**Submit Pamper Packs to your Directors Link- Found on Initial New Consultant Link**

### STEP THREE

**Invite them to your Party!!**

Thank you so much for getting me your info! I will let you know as soon as they go out in the mail. I happen to have my first virtual launch party on (date/time), would that work for you to hop on my zoom for a girlfriend spa night?

- **If someone can't come to your launch party, book them anyways on their own.**

**If they say that date doesn't work for them:**

No worries!! I would still love to walk you through your pamper pack, what typically works best for you... a weekday or weekend?

### STEP FOUR

**Send them the link about the MK Opportunity to Earn your pearls**

Once they are booked for their pamper session, we want to see if they would be open to helping you with your training to learn about what it means for you to be a beauty consultant!! Scripts below, and when you get 6 to do it you earn pearl earrings and a bracelet from me!

**Text to send once person is booked:**

Thanks again for helping with my training! I can't wait to walk you through your pamper pack! I was curious if before our session, you might be open to watching a quick video to learn more about Mary Kay? My mentor asked me to get the opinion of 10 women that I admire and respect, and I thought of you! Just for watching, you will get entered for a \$100 cash giveaway. Would you be open to being one of my 10? :)

**When they Say Yes:**

Awesome! Thank you so much!!! Here is the video: <https://youtu.be/xemF4sTIF3o>  
Let me know when you have had a chance to watch it so I can send you the survey, and you will be entered for the cash giveaway!

**Once they have watched the video:**

(Praise her/ get excited!!! Thank her for watching!) Here is the survey, it only takes a minute to fill out! <https://forms.gle/qcoww3e6Rg2XJyYSA>

**Coaching Scripts Once Pamper Pack is Mailed Out:**

Hey Susie! Just wanted to let you know your pamper pack is officially in the mail. It will be coming from my mentor Breanna! I will check in a few days to make sure it arrives!  
(Send Picture)



**2-3 Days After Pamper Pack Sent:**

Hey Girl!! I wanted to check in and see if your pamper package arrived in the mail yet?

**(If she says it did)**

Awesome!! So glad it came. Hold on to that till our virtual session. I'll be sending you a checklist to be ready the day before! Cant wait to "see" you! LOL

**(If she says it didn't)**

Ok, hopefully it comes soon, I know the mail is crazy right now. Keep me posted and I'll be sending you a checklist to be ready the day before! Cant wait to "see" you! LOL

**Day before appointment:**

I wanted to send you this checklist to be prepared for our session tomorrow. 😊  
Just wanted to confirm that you will still be able to join on the zoom at (time)?  
(Send Picture)



**Day of Party:**

Hey there! Look forward to the beauty session today! Here is the zoom link for today's session. You can either click this link: (insert zoom link) . Or here is the meeting ID: (Insert zoom ID). See you at (time). Let me know if you have any questions?

**15 minutes before the party if you can...**

Hey! See you in 15 minutes. Quick reminder to grab..

1. Your pamper pack with samples
2. Bowl of water/ or at your sink
3. Wash Cloth
4. Headband or hair tie

See you in a few