

Gift of Friendship Referral Script:

1st Text:

Hi _____ this is _____! Im excited because a mutual friend _____ & also my beautiful MK Customer, gifted you a complimentary pampering treatment & a \$15 Gift Card from her! She had so much fun at her makeover and she said that you deserve this because _____ (whatever they wrote on gift of friendship)! Isn't that sweet? Let me know if I have the right person, so I can get you the gift! ☺

2nd Text:

Hi _____! Great , what is the best time to give you a quick call with the details?

Phone Call:

Hi _____! This is _____, I know you don't know me, but I am a Mutual friend of _____ and also her Mary Kay Beauty Consultant. Did you get my text, Great!! I am so Excited because _____ is such a fun woman to hang around and I know her friends must be too, and she told me _____ (ex. That you are one of your best friends and sweetest people she knows (whatever the person wrote on gift of friendship sheet))!- So I am just so excited to meet you! She gifted you with a \$15 Gift Card AND a deluxe pampering session for you and up to 5 of your closest girlfriends!! Isn't that so sweet?!

So what that includes is an anti-aging facial treatment and a customized mineral Makeover, which we will break into two separate mini-sessions to be easy on both your time and mine. Plus, this way I can design a Customized makeover look for you based on your features, and teach you how to get it!! So the first mini-session will be the anti-aging facial treatment (this leaves your face super soft, just like a babies bottom!!) and then we will get back together for your customized mineral makeover look! Does that sound good?!

Great, do you want to do it alone or with a few of your girlfriends and get some products for free? Awesome, So I will add \$5 on to your gift Card for each girlfriend that joins you! Does that sound good?

Great, So what works best a day, evening, or weekend to get together? [[[or whatever days/times you work your MK business! If girlfriends I will go to her]]]
Great! I have _____ [ex 6:45pm] or [ex: 8pm] available on _____. Which is

better for you? Great! I have you scheduled for _____ at _____pm! Do you want me to come to you or would you prefer to come to me? (If go to them- great what is your address?)(If coming to you say, “great, do you want me to give you my address now or text it to you?” If text, “great I will send you a text when I get off the phone with the address”).)

Do you have another quick minute where I could just ask you a Couple quick questions about your skin? Great, do you have any skin allergies or sensitivities? Great, is your skin normal, dry, combination, or oily? Is there anything you would like to change or correct about your skin? Is your skin light medium or dark? Have you ever tried Mary Kay before? (If yes ask them more... how long ago, do you currently have a Mary Kay Beauty Consultant servicing you, etc.? If yes then please refer back to their consultant)

Great, so I also like to just ask each of your girlfriends the same quick questions I just asked you, just to make sure I have the right products for each person’s skin type, and that way if they have any skin allergies or sensitivities, I know ahead of time. So can you do me a favor and send me a text with their names and numbers in the next 48 hours?

Great! I am looking forward to pampering you and your girlfriends _____ at _____! When I get off the phone I will send you a quick text with the address and details! I will also send you a reminder the day before to confirm it! Is it best to call you or text you?

Great! I am looking forward to this! I understand, that sometimes things come up, so should you for some reason, need to reschedule please give me the Courtesy of at least 24 hours’ notice. This is my business, so I do take it seriously and I am a woman of my word, so I will be there for you rain, sleet, snow, or shine! Can I count on you to be the same? Great!! I can’t wait to see you _____! I hope you have a great day!