Texts.....

1<sup>st</sup>

Hi {{firstName}}! This is Kris with Mary Kay. Your friend {{custom1}} recently enjoyed an ultimate facial & makeover pampering with me and chose to give you the gift of one too, along with a \$25 gift certificate! Congratulations!!! Here's a pic of us at her appointment so you know I'm not a robot. Is call or text best to give you all the details that come with your pampering?!

2<sup>nd</sup>

Hi {{firstName}}! It's Kris with Mary Kay. :) Just wanted to follow up and see if you were interested in the details of your pampering package from {{custom1}}. It's totally fine if you aren't interested. I just always like to double check bc I know how easy it is for texts to get buried haha! Hope you are having a good week! :)

3<sup>rd</sup>

Hi {{firstName}}! It's Kris with Mary Kay. Totally don't want to bother you, but just wanted to see if you wanted to take advantage of your Mary Kay pampering package from {{custom1}}? If not, no worries! Just let me know so I can select another winner. Have a wonderful week and thanks for getting back to me either way! :)

4<sup>th</sup>

Hi {{firstName}}, this is Kris with Mary Kay trying one last time to reach you regarding your pampering session & goodies. Please call or text me today to book this fun session! If I don't hear back from you, I will assume you're really busy right now and will follow up in a few months!:)

Every 2 Month Follow Up Texts....

Hi {{firstName}}! Totally don't want to bother you, but just wanted to check in one last time to see if you wanted to take advantage of your Mary Kay pampering package from {{custom1}}? Please call or text me today. If I don't hear back from you, I will assume you're super busy right now and will follow up in a few months. Have a wonderful week and thanks for getting back to me either way! :)