

Booking

Booking Tips

Set up a time to make phone calls with your recruiter.

Practice what you are going to say.

Before making any phone calls, highlight the dates and times you want to work in your date book and only book those days.

Be excited and confident when you call.

Smile! Smile! Smile!

Always give her two choices, don't just ask her what is good for her!

Call all the names on your contact list. Do NOT pre-judge!

If someone does not want to commit to a date, just set a tentative date in pencil and change it later if necessary.



Remember: Don't prejudge!! If you don't ask, they've already said NO! Take these dialogues and make them your own. Book your Power Start... I know you can do it!

Suggested Dialogue For Your First Appointments:

Please make the following script your own, practice them so you will be comfortable on the phone.

“Hi, _____, this is _____ and I'm a new Mary Kay Independent Beauty Consultant! I'm really excited! I've been challenged to facial 30 people in my first 30 days of business. **Is there any reason why** you couldn't have a few girlfriends over for a pampering session? I have a great hostess program and you will get to earn lots of FREE stuff just for helping me get started. What works best for you...during the week or weekends? (correct booking approach) Great! I am going to send you a hostess packet and I'll call you in 2 days for your guest list.

OR



Your Personal Script:
