

Pre-Profiling Guests

Pre-profiling Your Party

By Pre-profiling every guest for your pampering parties you are CHOOSING to HAVE full classes of 6 guests at each party!

Call the guests and introduce yourself and ask them a few questions from the profile card. Get them excited and build a rapport with them. Let them know the time, date, and type of pampering party. Tell them if they arrive on time they will be treated to our wonderful Satin Hands Pampering Treatment.

Here is a great script that you can use:

"Hi _____, this is _____ with Mary Kay. I am the consultant that will be at _____ party on _____ at _____. Do you have a quick minute? Great! I have a couple questions about your skin type...(use questions 1-3 on profile card)

Great! I have all of the information I need and I am really looking forward to meeting you on _____. One last thing because this is more of a personalized hands on party, your hostess was only able to invite up to 6 women to attend, so can we count on you to be there? Great! If for any reason something comes up, will you please let her know at least 24 hours in advance so she can give someone else YOUR SPOT?

(Note-women hate to give up their spot) OK, thanks so much! I will see you on _____!