

How to Get a Woman's Contact Info

Hi! Excuse me, but I couldn't help but notice ____ (Sincere compliment). (Whatever "it" is) is just ____ (descriptive word.) I know this may sound crazy (smile!), but I am working on a Professional Portfolio, and I would love to feature you in it. Is there any reason why I couldn't pamper your hands, lips and face, take an "After" picture and give you a FREE product as a "Thank you?" I can catch you on a lunch break, before or after work, or whatever works great for you. (She answers.) Great! Do you have a card? (If yes, take it and read it quickly so you can call her by name as you leave. If no, continue...) (Press your info card and a pen towards her belly button — she will take them.) Here. Just jot your info. (Smile.) (As she returns your card and pen, check to make sure you can read everything. Then smile, look her in the eyes and say,) Great! I'll buzz you to set a time that works great for you. (With a look of mischief) Now — if you were stranded on a deserted island with a gorgeous someone and could only have one beauty essential with you, what would that be? A mascara, a lip color, a powder...? (Smile.) Awesome! You can take your pick of a FREE (whatever item she chose) when we get together! Have a great day! Bye!

Booking an Interview

Hi _____, this is _____. I'm so excited! Do you have a quick minute? My Director is helping me with some education and training and told me to call the nicest woman I know and ask if we can borrow your ear for about 15 minutes to do a practice interview. I'm going to listen and take notes while she shares the fun and facts about our business. I know, up front, that you may or may not personally be interested in your own business, but you are one of the smartest women I know and I am sure you may even have a question or two that will stump the Director! Is there any reason why you couldn't help me? (Smile/chuckle) ("I guess not," she says.) Great! (Book the time.) Alright! Thank you so much for helping me. I'd love to give you a gift as compensation for your time and help. Which would you prefer — a product from my line at 1/2 price or a FREE Surprise Gift? (She answers.) Awesome! You're the best. Thanks, again. We'll buzz you at ____ (time)_____ on ____ (day)_____. Bye!

Booking a Facial & Class

Hi _____. This is _____. How are you? Great! Thank you for agreeing to be part of my Professional Portfolio. You will really make it special! What works best for you — (book the day and time). Alright! I've got you down for ____ (time)_____ on ____ (day)_____. (PRE-PROFILE HER RIGHT NOW.)

(Almost as an aside) Oh! And my crazy Director has me on a wild challenge to feature 40 Fabulous Faces in my Portfolio this month! Is there any reason why you wouldn't ask a couple of your favorite friends to share your appointment? If you can help me towards my goal, you can go on a Shopping Spree with me. How does that sound? Great! I'll buzz you about this same time tomorrow for the girls' info so I can Pre-Profile them, too, okay? That way I'll have on hand everything we'll need for some fun Girlfriend Time.

Thanks, bunches! Have a great day! Bye!

Booking a Guest for an Event

Hi, _____. This is _____. How are you? Great! Hey listen. We're having makeovers this coming (day), and I am responsible for bringing models to check out some of our new products. Is there any reason why you couldn't be one of my gorgeous guests? We always have gifts and goodies for our models, too. (Smile. It "shows" through the phone.) Great! How about I'll pick you up at _____? (Or make other arrangements.) Alright!

Hey — who do you know that might also get a kick out of being a model along with you? They'll get gifts, too! (Take names and numbers so you can call and give them the details.)

And just so you'll know — the consultants will all be in skirts and dresses.

Yeah! I'm so excited. Thank you for being my model. I'm putting together a special little gift for you right now so I'll have it all ready for you! See ya! Bye!

How to Get 100 Names FAST!

Make a list of 10 women or best customers that you believe know other quality women.

Hi, _____. This is _____. Do you have a minute? Great! I'm so excited that I couldn't wait to call you! My National Sales Director has challenged me to talk to 100 people in the next two weeks! I've decided to work this smart. I've selected my 10 favorite people and I'm asking you to help me with 10 of your favorite friends' phone numbers. To say thank you for helping me meet my challenge, you can have your choice of a Private Spa Lotion (your choice of scents: Embrace Dreams, Happiness, Harmony, or Romance) OR a Satin Hands Hand Cream. Which do you prefer? _____ Is there any reason you couldn't help me? I'd like to deliver your gift on Friday! Great! Snag your phone book — I'll wait. (Smile.)

If she needs some time to think say, "OK. How about I call you back tomorrow about this same time because I'd like to drop your FREE PAMPERING GIFT to you on Friday?"

Booking a Table Opportunity

These are best done IN PERSON when you are dressed to the max and have on your best MK face and confidence. Talk only to the decision makers (Owner or Manager on Duty).

Hi! (Shake hands as you introduce yourself.) My name is _____, and I wondered if you might have a minute? My business honors businesses for exemplary service to the people in our community, and we have selected YOU! Is there any reason why we couldn't stop by this week to pamper your staff, give away some little gifts, and do a drawing for one of our premier products? It's our way of saying "Thank you" for all you do to serve our community.

Book it!

What to Say to your 100 Referrals

Hello! May I speak with _____? This is _____, and I know you don't know me, but we have a friend in common. (Referral Source's Name) spoke so highly of you and said that you are just THE NICEST woman she knows. She said you deserve to be pampered, and suggested that you might be up for a fabulous and fun facial and glamour makeover. It only takes half-an-hour, and you'll feel refreshed, rejuvenated and absolutely wonderful when we're finished. Which is better for you? Day time or evening. ... (Book her and Pre-Profile her now)... Since you don't know me personally, you might feel more comfortable having a friend join you, and that's OK with me, too. You'll enjoy a hand treatment, lip therapy, fast facial, and a new color and glamour makeover. You'll look so great that you'll have to plan somewhere fun to go afterward!

Can't wait to see you and indulge you! Bye!

Most women are very polite because of your mutual friend and will

Pre-Profile 100 Women!

(And make new customers!!)

To cultivate a bunch of new possibilities, Pre-Profile 100 women. You may use the script to Get 100 Names FAST, or hand out the profile cards to women at work, at the ball field, at a church gathering, or wherever! This is great for warm-chattering women you don't already know! Imagine knowing what their skin care needs are and how to contact them! WOW!!

"Hi, _____. My crazy Director has me on a wild challenge to practice my Pre-profiling Skills with 100 women. Is there any reason why you wouldn't help me? I have just 6 questions, and I will give you a little gift for helping me meet my challenge. Great! (Pre-profile her!)

When you're done, ASK HER FOR REFERRALS — "Hey — who do you know that might answer the same quick questions?" If she offers names and numbers, GREAT! If not, THANK HER for her help!

Then, as though an aside, ask "Hey — you know, I'm going to be sending you a little gift in the mail (if not local). Would you like to try any of our products to help fix .. (See Questions #2 & 6 for her issues)? That way you can use the full-size product for a couple of weeks to see how they're working. If you're not loving them, I will gladly refund you. How does that sound? " Take her order and get Credit Card payment.