

## **Skin Care Survey Scripts from a consultant that gets over 100 new names a day...This is what she says.**

Hi! May I ask you a question? (yes)

I am new to the area, am building/growing my business, may I offer you my card? (yes) (wait to see if they say something, and chat if they do)

Do you like to win free things? (yes, or what do I have to do?)

May I tell you what I am doing? Today I have challenged myself to meet 100 people, because I don't know anyone here and am building my business. I am offering \$100 of free Mary Kay product to one person who enters today! (what do I have to do?)

Just enter your name here and fill out whether you would like a facial, have interest in hearing more about the company, and what products you are interested in sampling.

After they enter if they seem open I ask the following..... Would you like another chance to win? (yes)

Who do you know that would like to win \$100 of free product? Just enter their name and phone number so I can call them when they win and make sure to put your name as a referral and I will give YOU \$50 free product if your friend wins!

Thank you and good luck, I hope you win, and anyway I will be calling you to book your free facial! (if they checked the box).

THATS IT FOLKS!! I focused on getting many yes's with my dialogue..... and then asked for the name/entry. I found that people were very friendly, wanted to help, did give referrals and I receive roughly 100 names in one day!!! Tons of other opportunities came up too that gave me booths at daycare, new team members and parties. YOU CAN DO IT TOO!

Be yourself, change the script so it feels super comfortable for you, and have fun!