

FOLLOWING UP ON DRAWING ENTRIES

Hi, this is _____ with Mary Kay, is this _____?

Hi, how are you tonight? Great!

Do you remember meeting me the other day at _____ and you filled out a form for our drawing? Great! Well, the drawing is at the end of the month, but I wanted to follow up with you before then because I saw what you filled out on your entry form. I noticed you haven't had a chance to try the Mary Kay skin care line for free, how did we miss you?! *(Or, I noticed it's been _____ years since you last tried Mary Kay for free...I'd love for you to try our new line!)*

Well, what I'd like to do is offer to schedule a time for us to get together for a complimentary facial so you can try our awesome products. I'm setting up my appointments and I wanted to be sure and fit you in. What is better for you, the beginning or end of the week? *(Then look at what works with your schedule for this week and next only.)* Okay...how about _____ or _____? *(ex: Tues or Thurs) Okay...afternoon or evening? Okay...7 or 7:30? (Remember only to offer what you have available and when you want to work! It's YOUR schedule! Always give 2 choices and she will choose one or the other.)*

Great!

You know it's just as easy for me to give a facial to 3 or 4 as it is 1, is there any reason why you wouldn't like to share your facial time with a couple of your friends?

If she says NO to friends, you say:

That's okay – you know that the option is open to you – you can have 2 or 3, no more than 4. So, you know, don't invite the world 😊 How about if I check in with you the day before just to confirm, in case you do decide to share it with some friends and that way I come prepared. Oh, and you know what, if you do share it with a couple friends I'll even have a special gift for you!

If she says YES to friends, you say:

Great! Why don't you tell your friends when we scheduled your facial and invite them to join us then. If you find that this time is inconvenient for your friends we can always reschedule, but this is a great place to start!

How fun!

Ok, great, I'll see you on _____ at _____! Here's my number in case you need to reach me:_____.

Have a great night!