

### Script to book faces:

Hi -----! Are you free to talk/text for a quick second?

Sweet! Here's the deal...I am developing a new Facebook beauty session and I need 30 fab friends to practice on to figure out what I'm doing! Could I give you more details? I swear it'll be fun & easy!

Yay! If you want to do it, I'll mail you a self care kit full of samples to use while you watch the Facebook live! You can see us while we walk you through using them, but we don't see you, so you can watch from anywhere! Grab a drink, hide out in your bathroom, and have a little beauty break...with no obligation to shop! I could super use some volunteers...any chance you could be one of mine??

### After you book her:

Thank you so much for volunteering! I promise it will be relaxing and fun for you! Be on the lookout for your envelope of samples in the mail, and if you could just shoot me a text to let me know when they arrive, ok?

RSVP to your director that you have a guest and she will add you to the private Facebook Group. Then you add your guest to the group. Be sure to check in to make sure that the samples arrived a few days after mailing them. Many people do not check their mail regularly, and we also have things get lost on occasion.

Hi xxx! Just wanted to check in to see if your samples arrived yet. Let me know!

**If they arrived...** Ok great! Just set it aside until (day/date) at (time) when we do our session. You will also want to be at a sink with a couple of washcloths, a towel, and a pen handy.

**If they didn't arrive...**Ok no worries! We will give it a few more days. We have our session on (date) at (time) so there's still time for them to get there. If something crazy happens and you don't get them by then, it's totally ok. You can still hang out with us and relax! Plus, when they do get there you'll know exactly how to use them! I'll get credit for you as a volunteer as long as you're on, samples or not!

### **The day of the event:**

Hi xxx! I'm really excited and grateful you're "coming" tonight! All you have to do is be in the Facebook Group that I added you to at (time). You may have to refresh your screen to see us pop up. The name of the group is xxxxx but if you forget you can just type in the day of the week and it will pop up for you. I'll also tag you in the video once it starts so you get an alert. Don't forget to be near a sink with a few washcloths, a towel, and a pen. Other than that, grab your favorite beverage and get ready to relax and have fun! Can't wait to hang with you!

**As soon as the event is over you will call her to follow up. You will see how we talk about this at the event so she will be expecting you to reach out to her. A love phone call is the best scenario, but if you have to message her that's ok, too. Just try to let her hear your voice.**

Hi Julie!! Tytyty for being my guest tonight! It really meant a lot to me that you took the time out of your busy schedule to be there to support me!

I'm supposed to ask you these questions

1 From these sets on that sheet, which ones would you like to treat your skin to?

2. The next deal is hosting a zoom skin care event or a FB posting party to get a 1/2 off shopping spree next time! This would help me A LOT because I need practice...bad! Could you do one so I can practice?

3. The last deal is I will give u a sheet of coupons worth over \$200 if you are willing to do a MK Q&A! I don't know how to do this, but she will teach me on a 3 way phone call with you! Are you willing? (Book her using your directors Calendly)