

## On-demand party scripts

### **For your private fb groups [1]**

Hey, hey, hey Ladies! ☞ I am looking for a few participants for a new virtual skincare concept! What does this mean for you??

♥ Fun

♥ Freebies

♥ Be the first to experience it

PLUS!! Wouldn't YOU love to look younger? I mean who doesn't, right?

Drop a ♥ if you want to do it!

### **For your customers to post on their wall and TAG you [1]**

Hey, hey, hey Ladies! ☞ Check out my Mary Kay girl, (YOUR NAME) is looking for a few participants for a new virtual concept! What does this mean for you??

♥ Fun

♥ Freebies

♥ Be the first to experience it

PLUS!! Wouldn't YOU love to look younger? I mean who doesn't, right?

### **To directly invite someone NOT already invited to a party [1]**

Hey Jill... are you free to talk or text a quick second?

Yay! Here's the deal...you know I am with MK ☺ ♥ I need help because I need the opinions of people with skin. ☺ Could I get your opinion of a BRAND NEW (virtual) care sesh I'm working on? It's FAST, fun and I SWEAR it's painless!! Could I borrow your eyes for a few minutes? Of course, I'll bribe you with free stuff. ☺

### **(You decide your freebie/deal/incentive)**

Set date ASAP by choosing earlier or later in the week, earlier or later in the day, then offer 2 different times. (Always schedule by offering 2 appointments choices)

Here is the link to register...you can select the viewing time as you register. LINK

Lmk as soon as u register ☺ I really value your opinion!

Registered, now send [1]

Great! Tytyty! ☺ I'll call you right after the viewing ends to see what you thought and of course, see if you want to score any of the deals they talk about and set up delivery of your gift from me! 📦📦📦 (whatever your offer is, delivery also included shipping delivery)

**25 minutes after viewing started, CALL and say this suggested script for best results [1]**

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

-How easy was it to view

-What did you learn

-What was your favorite part

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

-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?

-The last deal you could do is grab a sheet of coupons worth over \$250 if you are willing to do a MK Q&A! I'm learning how to perfect this and get more training, so she will teach me on a 3 way phone call with you! Would you be willing?

\*\*\*The set sheet and MKQ&A description will be in their follow up email that they receive at the end of the viewing. Direct your customer to her email so she can see the set sheet as you review it with her.

\*\*\*\*Use your directors Calendly link to book the MKQ&A

\*\*\*\*Not using the script for an opinion, just a general booking? Just offer it as you would a zoom appointment.