

RECRUITING SCRIPTS...

Hey Susie! It's Mary Kathryn! I'm so excited! Guess what? I'm in the middle of a career promotion!! I'm so excited! I have to get training on how to do a career chat. I know you may not be interested in mk AT ALL, I just need to borrow your ears for 30 min. My director will bribe you with a FREE Nourishine lip gloss and I'll treat you to your fav Starbucks! Can you please help me? Sound fun? YAY!!

Which is better for you?

Book within 48 hrs of the conversation.

After the appt set, ask her to listen to a marketing call or watch a marketing video PRIOR to the career chat...THIS IS CRITICAL to your sign rate.

SELLING SCRIPTS

Hi Susie! It's Kim with MK! I have a big goal today, so I'm doing a fun product deal! My team is finishing a HUGE goal of being one of the top 100 teams in the nation in October!! I'm looking for 24 ppl to buy \$24...if u do, u get to buy ANY 1 item for 1/2 price!! That even includes our big sets like microdermabrasion (\$55), Repair skin care set (\$205), miracle set (\$95) all 1/2 price when u spend \$24!!! Can u help me??

BOOKING SCRIPTS

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

Ok... here is the deal.. of course you know I am with MK 🙏❤️

and what you might not know is I am entering a leadership position (or an upper level leadership position) &

I am perfecting a fun new Beauty bar that is sweeping the nation because I will be educating our sales force on how to. I am offering the first 5 people who say yes to help me do that a TON of free stuff or a HUGE discount... We will have so much fun! I would love for you to be one of the first 5. I promise it is totally painless... Can I give you the details in case YOU want to be one of my 5?

2. 1st text (I almost always do a two parter)

Hey girl. Got a quick sec?

Response:

Ok so here is the deal. I need to borrow your face🙏. I have a BIG goal in MK this month. It's TOTALLY painless. And I just need your YES. So I can either tell you the whole deal 🙏 and then you can say YES or you can just go ahead and say YES now lol. Which works better? I promise I'll load you up with goodies for your help. Can I count on you?

.....

Then when they say yes, tell them the first 5 that say yes to getting a group of friends together and hold that before November 15th, you will give a one time only half price shopping spree for doing that for you. (I require 6 adults there to give it and if they have 10, I throw in a free gift on top of it)

When you do 5 or more back to back you will fall in love with the process.

Remember to pick two faves. Like I offer goodnight party or beauty bar

3. Hi Susie! How are you? I'm so excited! I just got my new Mary Kay starter kit in and I need a few guinea pigs to give feedback on the products so I can determine what to stock. I need to borrow some cute faces! Thought I'd ask you! Wanna be my guinea pig? Hugs, Mary Kathryn

4. Hi Susie! How are you? I'm so excited! I just got my new Mary Kay Holiday products in and I need a few guinea pigs to give feedback on the products so I can determine what to stock. I need to borrow some cute faces! Thought I'd ask you! Wanna be my guinea pig? Hugs, Mary Kathryn