

New Consultants...

Calling friends, family, & Customers

Day 1: G1 (Getting Started)

Voicemail Message 1

Hi _____! How are you?! Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free pampering session in my first month! Is there any chance you can be one of my 30? Contact me ASAP and we can go over all the details! Talk to you soon!

Text 1

Hi _____, it's _____! I just left you a voicemail! Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free pampering session in my first month. I can't wait to fill you in on all the details! Give me a call or shoot me a text when you get a chance!

Day 4: G2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! You were on the top of my list for a free pampering session! I can't wait to share more details with you! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: G3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your pampering session! I'm still working on my 30 faces and I would love your help! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your pampering session! I'm still working on my 30 faces and I would love your help! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! How are you?! Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free pampering session in my first month! Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! Isn't that awesome?!?..... What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down)

Great! Here's my address!

Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time)!

Thank you for helping me out with my 30 faces goal, and if you think of anyone who could join us that would help me reach my goal faster.

Referrals...

From your Customer Profile

Day 1: R1 (Referral)

Voicemail Message 1

Hi ___! This is ___ with MK! You don't know me, but I'm a friend of ___! She and I had gotten together for a MK pampering session and she loved it so much she thought you would like on for free as well as a gift from her! I can't wait to give you more details!
Contact me at _____! Talk to you soon!

Text 1

Hi ___ This is Melissa with Mary Kay! I don't think we know each other, but I'm a friend of __! She and I got together for a Mary Kay pampering session (sounds fancy, right?! She LOVED it so much she thought you'd love one too! Text or call me when you get this and I'll give you the info to redeem your free gift and pampering session!!

Day 4: R2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! Contact me ASAP for the details! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: R3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! This is ___ with MK! You don't know me, but I'm a friend of ___! She and I had gotten together for a MK pampering session and she loved it so much she thought you would like one for free as well as a gift from her! Isn't that awesome?!? Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! I'm so excited for you! What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down) Great! Here's my address!

Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time) at (location)!

Feel free to invite a friend or two to join! It's free for them, too, but you are the only one to get the free gift from your friend, _____!

Lead Vase...

Cold leads from a facial vase

Day 1: V1 (Vase)

Voicemail Message 1

Hi ___! This is ___ with MK! You don't know me, but you had entered a drawing at ___! I just picked your name to receive one of our new pampering sessions and a (gift card or free product)! I'm so excited for you! I can't wait to give you more details! Contact me at _____! Talk to you soon!

Text 1

Hi ___! This is ___ with MK! You don't know me, but you had entered a drawing at ___! I just picked your name to receive one of our new pampering sessions and a (gift card or free product)! I'm so excited for you! I can't wait to give you more details! Text or call me when you get this and I'll give you the info to redeem your free gift and pampering session!!

Day 4: V2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! Contact me ASAP for the details! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: V3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! This is ___ with MK! You don't know me, but you had entered a drawing at ___! I just picked your name to receive one of our new pampering sessions and a (gift card or free product)! Isn't that awesome?!? Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! Plus, you got a free (gift card or free product), too!! I'm so excited for you! What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down) Great! Here's my address! Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time) at (location)!

Feel free to invite a friend or two to join! It's free for them, too, but you are the only one to get the free gift from the drawing.

Winner...

Warm leads from an event or out working

Day 1: W1 (Winner)

Voicemail Message 1

Hi ___! This is ___ with MK! We met yesterday when I was ___! You are one of my runner up winners from our drawing! Congratulations! I'm so excited for you! I can't wait to give you more details! Contact me at _____! Talk to you soon!

Text 1

Hi ___! This is ___ with MK! (We met yesterday when I was ___.) You were one of my runner up winners!!! Congratulation!! I'm so excited for you! Text or call me when you get this and I'll give you the info to redeem your free gift and pampering session!!

Day 4: W2

Voicemail Message 2

Hi _____! I wanted to follow up with you about your free pampering session! It's totally free, lots of fun, and I think you would love it so I'm looking forward to getting together with you! Please contact me when you can, and I know you are super busy so I will follow up with you in a few days if I don't hear back from you. Talk to you soon!

Text 2

Hi _____, it's _____! I just left you a voicemail and wanted to make sure you received it! Contact me ASAP for the details! I know you are super busy so I will check back with you in a few days if I don't hear back.

Day 7: W3

Voicemail Message 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

Text 3

Hi _____! I'm just following up with you one more time about your free pampering session and gift! If I don't hear from you, I will assume you are super busy right now and make a note to touch base with you in a few months. Have a great rest of your day!

If she answers the call...

Hi _____! I'm so glad I was able to reach you! This is ___ with MK! We had me at ___ when I was ___! You had entered our drawing and you were actually one of my runner up winners! Congratulations!! You received one of our new pampering sessions and a free (gift card or product)! Isn't that awesome?!? Have you experienced MK before?..... It includes a deep cleansing and anti aging instructional facial, a hand and lip exfoliation treatment, and a perfect color match for your foundation! Plus, you got a free (gift card or free product), too!! I'm so excited for you! What would work better for you? weekday or weekend? (keep giving 2 choices until it's narrowed down) Great! Here's my address!

Just a couple quick questions for you... 1- Is your skin more normal to dry or combination to oily? 2-Do you have any skin concerns you would like me to address? 3-I'll be putting together a little goody bag of samples for you to take home. Would you prefer skin care or cosmetic samples? Great! I'm so excited for your pampering session on (date & time) at (location)!

Feel free to invite a friend or two to join! It's free for them, too, but you are the only one to get the free gift from the drawing.