

#### 40 second customer list/church directory Booking Script

Hey (Name) this is (your Name) I am SO excited!!! I am having one of the best and happiest days I've had since I've started doing Mary Kay!!! I am holding more parties in the next 10 days than I have held in any 10 period since I started doing Mary Kay!!! It could be a state record!!!! It is so easy to get the guest there all you have to say is come as you are and you'll leave looking like a star. For just having a party with 8 guests you will earn \$80 in free Mary Kay products!

Actually you'll get \$10 per guest as long as you have at least 4 guests there – a minimum of 4 to a maximum of 8 you'll still get \$10 per guest so with 8 guests you'll earn \$80 in free free free Mary Kay products wouldn't that be awesome?

[Break Eye Contact]

I appreciate you having this party but I want to make it easiest for your schedule... would you rather have your party during the week, during the weekend or would right after the weekend? Whichever seems easiest for you would be fine with me

<SHUT UP!!!>

#### **Hostess Coaching**

\_\_\_\_\_ I want to thank you for all your hard work to get a good attendance at the party. **(SN)** Tell me, are you as eager for us to have a really good party, a highly successful party as much as I believe you are? Great. You will love –all my hostesses love my hostess introduction card **(5 X7 laminated card with big letters)** It's fun, it's easy to use. It adds a nice professional touch to the opening of the party. Why don't you read it to yourself 2-3 times and when you introduce me, I want you to read it aloud as you might normally speak. Actually, the most important part is down there at the bottom where it says ***"start clapping fast!"***

#### **Hostess Introduction Card**

**"I am so happy that each of you are here!!! We are so fortunate to have with us one of this entire areas foremost specialist on skin care and glamour techniques! Each of you should learn more in the next 40 minutes on how to take better care of your complexion than you may have ever known before!!**

**Hey, let's do it right. Let's give a super welcome, a super applause for our Mary Kay Consultant Melani Myers!!!!!!**

**(Start Clapping Fast !!!)**