

# Are you stuck and need more leads and names?

Here's a few ideas using the exact words I use:

## What do I say to ask people that I know:

Text message: Hi Karyn! How are u?! You popped in my head for this...I have 30 pampering sessions to complete this month. Would you like one? U get a free facial plus microdermabrasion and some light makeup! Let me know?! Thnx! :) Michelle, Mary Kay

Text message: Hi Karyn! How are u?! You popped in my head for this...Cld u be a face model for me for a makeover contest? U get a free makeover plus a photo! Let me know?! Thnx! :)  
Michelle, Mary Kay

*If Mary Kay currently isn't running a Makeover contest, hold your own. Take quick before and after photos with your phone and let her know that the best before and after makeover will get a prize from your office at the end of the month. You can also get the photos developed and build a Model Portfolio in a little flip photo book so you can show clients a variety of makeup looks that you have helped create. Women love to help with this.*

## What do I say to guys:

Hi Jim! How's it going? It's been a while but I stumbled upon your Facebook page. Okay, this might sound crazy but I have 30 free makeovers to give away to women this month. Do you know any deserving women that might enjoy a free makeover? It's part of a contest we are holding. Let me know and I'd be glad to reach out to them. Also, not sure if you check Facebook so I can text you if I don't hear from you here! Thanks Jim!

## What to say to Referrals:

Text Message: Hi Sarah! Jessica Smith referred you for a free makeover. I'm giving away 100 for a Mary Kay contest. Jessica had a makeover w/ me yesterday & thought u might help me! Do you have any interest in a free makeover? Thanks, Michelle Cunningham, Mary Kay

## What to say to people on Facebook that have lots of friends:

Hi Sarah! Okay, so I could use some help and I feel like you are one of those people that just might know a few people... 😊 Here's the scoop, could you forward this message below to your friends on Facebook or by email?! I'd appreciate you SOO Much if you could. And of course, let me know if I can help you in anyway!! Thanks girlfriend!!

“My friend , (Your full Name) is a big time Mary Kay Consultant and is due to get her (big prize, car, Leadership position) in a few months from the company. As part of her qualification, she needs to give away 75 FREE makeovers this month and next and they are a ton of fun. If you are interested in helping her out and looking like a super model, learning some great makeup tips and having a blast, email her at \_\_\_\_\_, text her at \_\_\_\_\_ message her on Facebook. To find her on Facebook, search (your email address). xoxo!”