

team-building scripts

Team-Building promotions are a wonderful opportunity for someone if they're already considering starting a Mary Kay business. They're also a wonderful opportunity for you as they give you that something "extra" to talk about during your team-building appointments and when speaking with potential new team members. Why not try some of these suggested scripts during the ***Eyes on the Prize*** promotion this January? Remember to personalize it to the person you are sharing the opportunity with and to make them feel important.

at a skin care class opening:

(When guests are arriving, and your hostess is sharing the Satin Hands® Pampering Set) So who loves how soft their hands feel?! Isn't it wonderful? Well, keep in mind during today's class that if what I do looks like something you might be interested in doing too, the month of January is a great time to start. When you start your Mary Kay business and purchase a Mary Kay Starter Kit from the Company for only \$28 this month, you'll have the opportunity to earn an Oil-Free Eye Makeup Remover and Ultimate™ Mascara in Black – for FREE! Doesn't that sound great?

at a skin care class close:

Have you ever thought about doing what I do? I just watched you today... (give a genuine compliment) Is there any reason why I couldn't have ten minutes of your time right after the class? You know, I would love to share a little bit about the Mary Kay business opportunity and how you could benefit from becoming a Consultant. Plus, from now until the end of January, when you purchase a Mary Kay Starter Kit from the Company, you'll receive an Oil-Free Eye Makeup Remover and Ultimate™ Mascara in Black – for FREE!

for a phone appointment/voice message by text or Messenger:

Hi Sally, this is Julie Carter, your Mary Kay Independent Beauty Consultant. I hope you're doing great! I was wondering, would you have 10 or 15 minutes sometime this week? I know you've always been curious about what I do and I thought this would be a great time to follow up because as an added bonus, when you start your Mary Kay business and purchase a Mary Kay Starter Kit for only \$28 from the Company before the end of January, you'll have the opportunity to earn an Oil-Free Eye Makeup Remover and Ultimate™ Mascara in Black – for FREE!

at a team-building appointment:

(Once you've presented the marketing plan.) I completely understand that you'd like some time to think it through. Starting your own business is a big decision! Why don't you try this Mary Kay® Colour Card and I'll follow up with you in a few days. Remember, when you start your Mary Kay business and purchase a Starter Kit from the Company this month you'll have the opportunity to earn a special product bonus for FREE! It's a fabulous limited time offer!