

Courtesy Calls

At the beginning of every class always tell them that you will be making courtesy calls every 4 , 6, 8, weeksAsk them how often they would like to be called...have them write it on their profile card.....tell them this is what you will say when you call & if they don't need anything at that time ...that will be ok you'll call them again in a couple of weeks or whenever they want you to! Tell them it is just a courtesy call! You just want to be the best consultant you can be!

Also ask them can they receive calls at work?

THE NEXT DAY AFTER THE CLASS.....DO FOLLOW UP CALLS
Just to make sure everyone liked and knows how to use everything they got and maybe book a class with them!

Call:

Hi this is _____, the Mary Kay Consultant from last night...Do you have a minute? I was just checking to make sure you

- 1) remember how to use everything you got last night-any questions?
- 2) Was there anything that you may have forgot to get last night that you need?
- 3) Was there anything you loved last night but did not get?....I'll give you that if you would share me with just 4 of your friends...because I'm trying to build my business and I need to meet some new people
- 4) Just need to verify your Courtesy Call : Look on profile card How often she would like to be called...every 4, 6, 8 weeks