

Model Script:

Hi ___ this is (your name) with Mary Kay, do you have a quick minute? I am so excited about something. I am building a professional portfolio of “before and after” makeovers and I would love to feature you. January is a great time to try a new look, does that sound like fun? I’ll give you a \$10 gift certificate just for helping me. My goal is to have 30 this month. Grab your calendar and lets set a date, which day is best for you (give choice here).

You know (her name) I have a great idea, do you have a couple of friends who might enjoy getting a makeover and then they could give you their opinion of your new look that will be featured in my portfolio? They would be under no obligation to purchase and I’d give you \$25 free instead of \$10 . If they did decide to purchase I’d give you hostess credit on top of that!

(If don’t turn into party)

(her name) I tell you what, we are having advanced glamour training at my meeting and that would be a great time for you to be a model for me and you’d learn lots of advanced glamour techniques. Does Monday the ___ sound good?

Thank you so much for helping me. I’m looking forward to it.