

Team Building – Scripts and Scenarios!

Starts in the appointment...

1. **I story** – why you started, why you stay (keep it short you are just planting a seed)
2. **Table Close** – “1 more thing... at every appointment I do I make sure to tell my people that you have the choice to be a consultant too! I was a full paying customer to someone else for 10 years without knowing that option was available and when I found out I was upset. If you don’t know there is that option that you don’t have a choice!
So where we go from here is your choice...
You can be my customer and you can expect that you will get quarterly catalogues, updates, free samples and lots of perks! OR you can be a hostess and introduce me to your girls squad and get free products for hosting a Beauty Session OR you can join my team and get the consultant 50% discount and who knows, maybe drive a pink car one day!”

3. Individual Close –

“I have a couple questions for you so that we are on the same page about where you want to go from here...”

“First of all, Did you have fun?”

“Would you like to be on my PCP or get notified of Sales or Specials via email”

“Would you like to be in my Facebook group? I provide tutorials, product info, freebies and fun!”

“How does your face feel and what product did you like best?”

“What would you like to take home today?”

“Beauty Session follow up 1 on 1 or group?”

“I really like you! I can see us having a lot of fun together! (give a genuine compliment about what you like about her specifically) You should be on my team – YAH – you should! Have you ever thought about this for you? You probably have a question or 2 about what that would look like so would you want to do a quick chat over a coffee and I can answer questions and give you some fun facts about Mary Kay and how it works?”

4. Booking a Career Chat with someone not at an appointment

“Hi _____! It’s _____! How are you? I am not sure if you knew or not but I am moving up in MK and I could use some help. My director is teaching me how to do all parts of this business and 1 part is sharing the fun facts about our company. Would you be willing to listen for a free eyeshadow! 20 min of your time, no obligation!”

5. **Script with a bonus**

“Hi _____! This is Angie, your Mary Kay gal! How are you today? I am calling because something is going on that I thought may interest you! Mary Kay has been SOOO fabulous meeting our needs throughout this interesting year! In fact, they have changed our Starter Kit to a virtual kit so to get started in Mary Kay it is only \$24!! I spent more than that on my last trip to Dollarama! AND...on top of that, our (director/NSD) is running a promo so that anyone that joins our company in May will also get a free _____! I thought I should call you because I have always believed you would be fabulous at this and it would be of great benefit for you! You could get the consultant 50% off discount, earn prizes, belong to a sisterhood of positive uplifting women! Right now, more than ever our business is growing and thriving and giving women the ability to have their own online business! I would love for you to be part of it with me! Only \$24 to get started and you get a FREE _____ with that!! What do you think?”