



BOOKING

Dialogue for inviting a guest to a Mary Kay meeting or event:

"Hi _____ this is _____ do you have a quick minute? As part of my training, I'm looking for 2 sharp/fun guests to my MK event on Wed. night at 6pm and of course I immediately thought of you! We focus mainly on skin care and then top it off with a flawless finish. It's lots of fun and I'd love to show you off to all my MK girl friends. Since this is part of my training, I will have a \$5 gift certificate for you to thank you for being my guest. Is there any reason why you wouldn't want to come? Great! Do you have a favorite color you like to wear? I'll have you test one of our newest _____ to coordinate! I'm so excited to pamper you! I'll pick you up at 5:30!"

You will want to call her the night before or that day to confirm!!! VERY IMPORTANT! Just call and say. "_____ I am getting my things ready for the makeover and I am wondering, would you say you are more oily, dry or normal? Are you more of a chocolate or mint lover? Great! We are going to have so much fun and I can't wait to spoil you and show you off! I'll be wearing a business skirt but you may come dressed however you are most comfortable. "

That way you don't have to come right over and ask "are you still coming?" Pick her up, if at all possible!!!!