

## Power Start Plus Booking Words

### **For the Consultant not doing a debut and going directly to her Power Start**

These words can be found on our unit website under New Cons. Session 1 so you don't need to write them down. Just listen to how the words sound)

Hi \_\_\_\_\_ (their name), this is \_\_\_\_\_. Do you have a quick minute? Great. I have started working a business out of my home! I've become a Beauty Consultant with Mary Kay Cosmetics! As part of my training, my Director has challenged me to schedule my first 8 practice parties. She said to make sure that I have hostesses who would love to earn lots, lots, lots of FREE MK products. Wouldn't that be awesome! I appreciate you helping me but I want to make it as easy as possible for you. Would you like to have your party during the week, over the weekend or just after the weekend? Whichever is easier for you would certainly be great with me. ? (Set the day and time. ) So that I can do a great job for you, may I ask you a few questions about your skin? (Ask her the skin care related questions on her Customer Profile. Add as your last question on the back comments section of the profile, )“If there were one thing about your skin that most frustrates you or you feel you need the most help with, what would it be? (When she is done answering and you are making notes of what she said, you say) I have made a note about that and will be sure to cover that for you. Now, I have one more question for you. If you fall in love with how great your face looks and feels, would you rather receive those products by purchasing them at full retail, getting them at a discount or receiving them for FREE? (She will 99.9% of the time say FREE and you say) I thought you would say that. Let's brainstorm on who you know that is fun, takes pride in her appearance and is someone you know you can count on? (Help her brainstorm right then. When you have 10-12 on the list, explain to her your hostess credit and set a date and time within 48 hours to get the names and phone numbers of those she has confirmed.)

