

New Consultant Power Start Scripts!

Call her FIRST:

Hi Susie, this is Mallory! How are you? I don't know if you know yet, but I decided to start my own Mary Kay business and I'm so excited about it! My first goal is to have 30 women try our products and I immediately thought of you! I love your outgoing personality, how fun you are, and I've always seen you as a leader. I would love your opinion...plus I so want to make my goal! If you're willing to help me out by letting me borrow your face, I'd love to give you a \$10 gift card to spend on any MK products that you fall in love with! What would be better for you- a weeknight or weekend?

**Book her using 2 options until you narrow it down to a date. For example, "What works best for you- Tuesdays or Sundays, afternoons or evening, etc." Once you have her on your calendar, turn the booking into a party!

TEXT FOR AFTER IF YOU LEAVE A VOICEMAIL:

Hey there (name)!!! 🌸 I'm SOOOO excited (and a little nervous too)! Just started a new business with MK! ❤️👩
As a new consultant, my first challenge is to do 30 practice "faces" who try our core products with me at a quick appointment in 30 days! Could I ever borrow your face and have you be one of my first 30!?!? 😊 I would LOVE that!

TEXT #2 – 3-4 days later:

Hi (name)!!! It's Kellee again! 📞 Just wanted to follow up with you to be sure you got my last text!! 😊 I would LOVE to borrow your face for my 30 faces! I only need ____ more by ____! ❤️ I know you're probably super busy, so I will follow up again in a couple of days if I don't hear from you! 😊

TEXT #3 – 3-4 days after that:

One last check in (name)! 📞 I didn't want to bug you but I also don't want to forget you! 🙏🙏 Text me and let me know if you'd be one of my 30 faces! Now I only need ____ more! ☑️➡️☑️

WHEN SHE SAYS YES:

Great! Would a weeknight or weekend work best for you? (Give two options until you set date and time)

THEN....send this text right after you've found a date!

While I've got you, it's really just as easy for me to do one face as it is for me to do several at one time! Plus, it's more fun with family and friends! ☺ It really doesn't matter to me, but if you get a few others to join us I can give you some FREE product! (And it will help me get to my 30 faces, too!) Do you want me to create a cute little text image you can share with some girls? I think it'll be a blast!!