

10 Party Day/Week Phone Script

Hi _____!!

I just got a phone call from my Director, and I'm soooo excited! Because of my **(high sales this past month, etc)** I was invited to participate in a HUGE challenge! It's a challenge for me, but at the same time, it's fun and exciting for my preferred customers **(or my new customers)**. The challenge for me is to pick a week **(or a day)** and have ten Mary Kay parties during that week **(or day)** (and to choose hostesses from my preferred customer list) and I'd like to invite you to help me with my challenge!! I have to have 3 or 6 people, not 2 or 5, it has to be either 3 or 6. Now, yourself + 2 people = 3, or yourself + 5 people = 6. Here's what the Company's **(I'm)** doing for the hostesses!! If a hostess has 3 people, the hostess gets \$_____ in FREE product!! If a hostess has 6 people, the hostess gets \$_____ in FREE products! It's the company's way **(or my way)** of giving something back to our best customers and as a way of saying thank you for being such great customers especially during this time in our economy!!

For your non-local preferred customers...If she cannot host a party "face to face" ...etc....then say.....I know you don't live in Austin **(San Antonio, etc.)** , but I thought you might want to participate and help me by being an internet hostess! It's really easy! You can invite your friends to participate by viewing a LOOK Book that I can send you or they can view the products from my website! It's that easy! You can give me their contact information and I will pre-profile them, show them around my website, and I'll mail their orders to them! **(Of course this would NOT count toward your Power Start/Perfect Start which is product on faces, but it would definitely help your sales and add new customers!)**

I've never been asked to participate in such a big challenge like this, so I'm VERY excited about it and I would love for you to get lots of FREE items, especially with our fabulous Mary Kay holiday line **(or Metro Chic Collection, etc.)** premiering this month!

I have my schedule right here. I'm having a Fragrance and Body Lotion Party, an M&M Party, A Lips and Tips Party, a Satin Feet Party, a Mineral Color Party, a Sun Care and Supplements Party, and a Basic Skin Care Party! **(Offer a brief explanation of each)** Which one do you think will work best for you and your friends? Great!! That one meets at _____. Will that time slot work? Perfect!! I've written your name down on my party schedule for **(your date and time)**. Now it's time to go over the fun details like who to invite!