



# Beauty Experience

## BEAUTY CHAT

In-Person

Virtual

**\*\*If virtual**, they will have been pre-scheduled, or if not, schedule immediately or the following day. **If in person**, just meet with each person, one at a time, away from the table.

### 4 Questions

“Did you have fun? What was your favorite part?”

#### S-SETS

I see you marked \_\_\_ sets, how can I help you treat yourself to one of our specials today?

How would you like to handle that?

I accept all major credit cards, cash, and several major payment apps.

#### T-TIME

“I see you marked \_\_\_\_\_ products to try at your next appointment, what about these products intrigues you?”

Pause for her answer. “Great, let’s set up a time for you to play with them, which of these time slots works best for you?”

Show her your datebook if possible.

#### E-ENTICE

“ \_\_\_ ” I am so excited we are getting together on \_\_\_\_\_ (date) for your next appointment. If I could show you how to earn up to \$100 in free product, would you like to hear more?” (Pause and wait for her response.)

It is as easy as 3-2-1 . . . just get **3 friends** together, at least **\$200 in sales** and **1 Dream session** with me where I can quickly tell you how we make money. How does that sound?

#### P-PARTNER

“You know I want to work with you, right? You are (sincere compliment) and I think we would be so powerful together. I see that you said you’d be (“A-Alright get started”) (“B-Brand Influencer”) (“C-Let’s Chat”) ... tell me a little more about what you are thinking.”

(Pause and wait for her response.)

**If she is ready to start:** Have her fill out her agreement online or sign into your website to get started.

\*Text them the link to the party poll to get in all the drawings.      \*Specials run through tomorrow at noon.

\*\*At the very end - call your recruiter/director to talk about what you need to fine tune!



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### If she is an "A":

"Great! I'm so excited to partner with you!  
Let's get your agreement filled out so your training can get started!"

### If she is a "B":

I'm so excited!! What questions would you need answered to move you to an A? (answer all of her questions) I sure would love to work together, can I show what it would take to get started? (walk her through the agreement on your website/app or elink) Does that seem simple enough? What would you like your next step to be? You know I so want to partner together!!

If still not now,

I totally understand! Would you be willing to help me with my leadership training by listening to a quick video and asking some questions. No pressure I promise, plus I will have a free gift for your time. Is now good or do have some time later this evening or during lunch tomorrow?"

*(Leave her with the Imagine Sheet or It Just Fits sheet to look over. Make sure she has registered on your MK App or Website and show her where the Sign Up information is located.)*

### If she is a "C":

Really, that surprises me, what are your thoughts about Mary Kay? What was your favorite part of our experience tonight?

Even if it is not something you would try, would you be willing to help me with my Leadership training? (If yes...)

Could we take about 15-20 minutes and let me show you how we make money, that way you could be a great talent scout and ask some more questions. No pressure, I promise plus I will have a special gift for your time.

*(Leave her with the Imagine Sheet or It Just Fits sheet to look over. Make sure she has registered on your MK App or Website and show her where the Sign Up information is located.)*

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