

# In-Person or Virtual BEAUTY CHAT

**\*\*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 ("It All") ("Side Gig") ("Prestige Consultant")... 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.

## Pink Possibilities Chat (PPC)

### If she is a maybe:

*"Great! What about Mary Kay impressed you the most?"*

*"What questions do you have about Mary Kay?"*

*Would there be anything else stopping you from getting started, it is only a \$30 decision and the appointment we just set up could be yours, that way you would make the 50% profit!*

### If she is still a maybe:

*"You have got great questions, could we take about 15-20 minutes and see how Mary Kay could fit in your life. That way you could make an informed decision and it would help me tremendously with my Leadership training. No pressure, I promise plus I will have a special gift for your time.*

*Is right 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 no . . . not now:

*Thank you for being so honest, was there any part of what I shared today that impressed you?*

*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.*

*(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.)*

*\*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!*