

## **SCRIPT FOR INVITING TO YOUR DEBUT**

(Always SMILE, be enthusiastic, expect they will want to come and be a part of your new growing business!!

If they already have a consultant, just thank them for their time.)

*"Hi \_\_\_ ! I am so excited! I just started my own business with Mary Kay Cosmetics and I am having my Grand Opening on \_\_\_ at \_\_\_ pm! My director is coming to do a presentation and I need 10 women to receive my first prize in the company! We are going to do a pass and show kind of Girl's Night Out, so we won't be taking off our makeup....Can I count on you to be there? Great! I am sending an invitation to you and I will be following up later in the week to make sure nothing has changed. I really, really appreciate this. It means so much to me that you are going to be there!"*

For anyone who says they "know" they can't make it; go ahead and schedule her RIGHT THEN for her appointment to borrow her face and get her opinion. When you set the date and time, let her know that if she has 2 or 3 other women with her she can get some free stuff and it would help you get your 30 faces done quicker.