

Scripts for Scheduling Interview

By Julie Potts, Sales Director

_____, I've been thinking about you lately. I realize Mary Kay is something you probably haven't considered for yourself, and that is OK. I need customers, too. But I think you'd be great because you are _____. Could we meet sometime soon for coffee so that I can share some facts about how Mary Kay could work into your life? I would really value your time and consideration. If, after we talk, and you decide it's still not for you right now, I will honor your decision. When's the best for us together, breakfast or lunch? Tomorrow or (next day)?

_____, I've been thinking about you lately. I realize that MK is something you probably haven't considered yourself, but I think you'd be awesome because _____. I know you are very busy, so could I have my Director call you this week and give you some facts about our business? She is sweet and not pushy at all. Just keep an open mind and see if it's for you. If you decide it's not for you now, then we will honor that decision but remember the opportunity is always available to you. I just think you could be so good and I'm sure the extra money would be nice. When's the best time for _____ to contact you? What's the latest she can call you? It will only take about 20-30 mins. I appreciate you helping me meet my goal, too.