

## **BOOKING REFERRALS FROM YOUR CUSTOMER PROFILE CARD:**

**(Sound excited and do 10 jumping jacks before you start dialing)**

**Ladies sound professional - do not say ummm, do not hesitate, do not say the word "like", SMILE =) AND LOOK IN THE MIRROR DURING THE CALL**

"Hi \_\_\_\_\_ this is \_\_\_\_\_ , (customer's name)'s friend and bher Mary Kay consultant. I met her at a facial pampering session and she has given you the gift of an awesome facial pampering session along with a gift certificate of \$10. Doesn't that sound wonderful? It's yours free as a special gift from (customer's name).

Here is how it works, I can come to your home or you are welcome to come to my MK studio for your pampering session. Would a weeknight or weekend work best? GREAT! I'll send you a reminder notice in the mail for your scheduled pampering session. All I need is your address.

Now I have one more question for you? Do you know any women, who are burned out, stressed out, underappreciated, and under pampered? Great! They can receive a wonderful facial pampering session to along with you for free as well. PLUS it's always more fun to share with your friends...wouldn't you agree?

I will make this soooo easy for you. I will put a super cute invitation in the mail to everyone you want to invite that will look like it came from you! All I need from you is the name, address and phone number of the girlfriends you would like to invite and I will do the rest. You can put that information in an email to me or I can give you a call back tomorrow for the information, which works best for you?