

Mary Kay Opinion Poll Script

(By Director Jennifer Ondrako)

~The #1 Key to using this script is doing it with them as a group (TOGETHER) at the end of the SCC or facial.

~The #2 Key is to have a pile/basket of lip glosses out of the box sitting in the middle of the table

Ok ladies, We're going to do the Mary Kay Opinion Poll real quick together. Grab your pens and under your placemat you'll see a smaller slip of titled the MK Opinion Poll. Grab that and put your name @ the top of the page (wait and give them all a second).

#1- Did you have fun today? check yes or no – and please check 'yes' - that makes me feel good!

#2 Now that you've had the opportunity to try Mary Kay Skin Care, is there a noticeable difference in how your skin looks and feels? Now everyone take their hand and feel the side of your face and check yourself out in the mirror- how's that look & feel?

#3 Are you pleased with the foundation color that you used?

4.) *Would you recommend a MK facial to your friends?- check yes or no.*

#5- I want you to push your tray forward and give yourself room. Turn your placemat over to the other side where you'll see sets & grab your girlfriend bag by the side of your chair (TAKE THEM THROUGH the bag- ROMANCE IT...).

Now I want you to go back to #5, & write down the sets that you simply cannot live without and must have in your bathroom tonight! (I'll often say: Put your pens down when you're done so I know you're finished and we can move on together).

#6- (you're hitting on this after you've mentioned checkup facial about 7+ times throughout the facial or scc!)

There's a list of options here for you to choose from and pick which you'd have the MOST fun with! Everything from a party with makeovers- whether you want 2-3 or 4-6+ ... or if you're not into makeup: doing a spa session with Satin eyes, satin lips, etc ... go ahead and mark which one would be the most fun for you!

7.) *The highest compliment you can give me is to refer me to your family and friends. Now you need to know 3 things:*

First, Anyone's name & number you put down will get a 60 second phone call from me & that she's gotten a free hour of pampering AND a \$10 DOLLAR gift certificate from YOU, her girlfriend.

Second, Anyone who fills all the blanks with names/numbers of gals who are 18 or older can have a free lip gloss from me- feel free to cheat off your cell phones!

& Lastly: put a note by her name to let me know if she's your sister, bff, neighbor or who she's special to you.

I'm going to clean up while y'all are doing that and then I'll start your private consultations

The next key is to turn your back and ignore them for about 2-3 minutes at least... all of a sudden you'll see cell phones coming out and you're getting to straighten the area anyway and clean up while they put their referalls down... when you see someone put her phone away and just sit there waiting you can go ahead and start private consultations with her ☺

Happy Selling, Booking & Recruiting!!!