

“Girlfriend Chatter”

By Connie Ackroyd, Emerald Queen of Director Sales

Meeting people while you’re “out doing life” is all about building a “Girlfriend” relationship with your “new friends”! By sincerely asking girlfriend-type questions, you build the bond so SHE WANTS TO DO BUSINESS WITH YOU! Think of these steps as just “getting to know her” just like you do any new girlfriend.

Below are the following steps Connie uses to “Become their Girlfriend!”

1. Sincerely compliment the person about (hair, outfit, cute kids, etc.)
2. Ask “girlfriend” type questions like...“where do you get your hair cut? Where get outfit? How old are your kids, etc.?”
3. Then says...“Tell me a little about yourself”
4. She then asks 3 questions about what they’ve just told her. (to continue building relationship)
- 5 Then asks...“Would you be offended if I gave you my business card?”
6. I’m a Beauty Consultant with MK...How long has it been since you compared our product with what you’re currently using? I’d love your OPINION of our product...would you be open to that?
7. Put your contact information here (while handing them your info card and pen)
8. I’d love to get you on my books in the next 2 weeks. What time typically works best for you so we can talk “live”?
9. Oh, by the way...here’s a \$100 gift card when you share your facial with 3-5 girlfriends!

Attached is the \$100 gift card she gives out! Print on cardstock in color. Cut into postcard size.

Keep 10 in your purse. (don’t let them get bent)

Connie changes her \$100 cards for each season!