

Booking Referrals!!

Getting Referrals from your Parties is a MUST! But once you have them, use these scripts from Jennifer Semelsberger to book them!

If she is not home say:

“Hi (Susie), my name is Jen Ondrako and I know you don’t know me but we have a mutual friend in common and her name is (Sara). I have a really neat reason for calling and a quick questions for you. My number is (.....) and I’ll be home the rest of the day and can’t wait to hear back from you!

If she is home say:

“Hi (Susie), my name is Jen and I know you don’t know me but we have a mutual friend in common and her name is (Sara). I have a really neat reason for calling and a quick question for you. Do you have a quick minute? Great!

Well...I just had a blast with your friend (Sara) and I just know that fun women love to hang out with other fun women! I teach skin care with Mary Kay Cosmetics and I recently gave your friend (Sara) a facial and asked her to write down 5 women who she thought would love some pampering and a \$10 Gift Certificate as a part of my “Girlfriend Referral Program.” And guess what.....she picked you!!!

Have you ever had a Mary Kay facial before? Do you currently have a Mary Kay consultant? GREAT! I would absolutely love to work with you. What works better Thursday or Saturday...afternoon or evening? GREAT!

(Susie)...it is just as easy for me to do 5 faces as it would be to do 1, so who else can you think of who might enjoy some pampering? GREAT!!

If you have 3 or more you would be in position to increase your Gift Certificate to \$50....if you have 6 your Gift Certificate increases to \$100!

What time can I call you tomorrow for your guest list? AWESOME! I can’t wait to talk to you then!