

Booking for a team building appointment

The secret to success after booking appointments is FOLLOW UP and keep in contact! Use the MAGIC script shown below. You might be tempted to change the script, but don't! Here's why: This script has been tested on over 100,000 people over the past 5 years by top director Michelle Cunningham and it WORKS. Even if you change 3 words, it can lead to NO results. Yes, we've seen that happen.

After every class pick at least 3 people to book a team building appointment with! Mary Kay always said at every class there is one new recruit waiting! Start with asking them to listen to a team building call to give them more information about our business:

If you have NOT had a class recently text:

Hi Melissa! This is random but I am in need of 3 volunteers to listen in on a Mary Kay informational call tonight. You can dial in from your cellphone and you totally don't have to say anything, just listen! Any chance you can be one of my 3?

If you HAVE had a class recently, text:

Hi Melissa! It was awesome meeting you the other day! I thought you were really fun to chat with and this is random but I am in need of 3 volunteers to listen in on a Mary Kay informational call tonight. You can dial in from your cellphone and you totally don't have to say anything, just listen! Any chance you can be one of my 3?

When your friend says "sure that's fine!" message her this link to listen to a team building call and ask her to message you when she is done:

Thank you! Here is the link- let me know when you listen!
www.tapeacall.com/8eqqpvu4j3

After they listen, ask:

Thank you so much for listening in, what did you think?

Hear what they have to say, then ask:

Would you mind if I buy you a coffee sometime this week? I'd love to hear more about what you think of Mary Kay, and even if its not for you, would be fun to get coffee together and chat for a little bit. Whatcha think? Coffee is my treat and you can even get one of those fun drinks with whipped cream on top! Let me know!