

## SCRIPT IDEAS

### INVITE FRIENDS – SCRIPTS TO INVITE FRIENDS

Hey (their name)! Super excited because my team is working to reach a HUGE goal this month! I was challenged to do a virtual facial with 30 women in (month)! I would love for you to be one of my 30. Would you love to get a little goodie bag in the mail from me and enjoy a little in home pampering session while helping me reach my goal?

She says yes, you say-

I hold my appts on Wednesday nights at 8:30, Saturday mornings at 10:30am or Sundays at 8:30pm, which works best for you?

She says she's free Saturday, you say-

Great! Are you free this Saturday? Or would next Saturday work better for you?

She says shes free this Saturday, you say-

Perfect! Saturday morning we are doing a Wake Up and Glow skin care session and it's a blast! It will start at 10:30 am, it's a facebook live, so I will add you to the facebook group and you just jump on when its time! All I need is your address and I can mail you a fun goodie bag of samples to follow along with in our fb group! Your face will feel amazing! What is your address?

She gives you her address and then you say-

Wonderful! I am allowed to mail 5 of your friends that you would like to join you goodie bags, do you have anyone that you think would enjoy the skin care session with you?

She says yes- you say great! Great! Just text those to me as you get them! I am going to send you a text that you can send to them (see INVITE FRIENDS TO A VIRTUAL SCRIPT BELOW)

I am going to go ahead and add you into the fb group! On the day of the party you will want to have a bowl of water, a wash cloth, scissors, your goodie bag and maybe something to pin your hair back with! I'll follow up with you as we get closer, keep sending me your friends addresses! I'm so excited! I'll also send you the link to the group that you can send to them so they can get added into the group!

If she says a Wednesday works better for her-

Wednesday evening we are doing a hydrasession and it's a blast! It's a treatment that would usually cost you \$250 at the spa, but you can try it for free with me! All I need is your address and I can mail you a fun goodie bag of samples to follow along with in our fb group! Your face will feel amazing! What is your address?

She gives you her address and then you say-

Wonderful! I am allowed to mail 5 goodie bags for anyone you would love to have join you! Do you have anyone that you think would enjoy the skin care session with you?

Get their addresses too!

I am going to go ahead and add you into the fb group! On the day of the party you will want to have a bowl of water, a wash cloth, scissors, your goodie bag and maybe something to pin your hair back with! I'll follow up with you as we get closer, keep sending me your friends addresses! I'm so excited! I'll also send you the link to the group that you can send to them so they can get added into the group!

She says shes free Sunday night, you say-

Perfect! Sunday night at 8:30 we are doing a put me to bed skin care session. Are you free at 8:30?

She says yes- you say, wonderful, whats your address so I can mail you a fun goodie bag?

Oh and I am allowed to mail 5 goodie bags for anyone you would love to have join you! Do you have anyone that you think would session with you?

Great! Just text those to me as you get them! I am going to send you a text that you can send to them (see INVITE FRIENDS TO A VIRTUAL SCRIPT BELOW)

I am going to go ahead and add you into the fb group! On the day of the party you will want to have a bowl of water, a wash cloth, scissors, your goodie bag and maybe something to pin your hair back with! I'll follow up with you as we get closer, keep sending me your friends addresses! I'm so excited! I'll also send you the link to the group that you can send to them so they can get added into the group!

### **INDIVIDUAL SESSION INVITE SCRIPTS**

#### **Sunday Night Bedtime Pampering Session.**

Hey gorgeous! I hope you're staying healthy, safe & sane! I'm trying to spread as much positivity as possible right now so I'd love to offer you the opportunity to get a FREE facial from the comfort of your own home via a virtual beauty experience! We'll be doing bedtime pampering facials & getting your face prepped for bed PLUS we're offering FREE product giveaways throughout the virtual party too! It's Sunday night at 8:30pm. Want me to mail you some samples so you can join in? I promise your face will thank you!

### **Wednesday night Hydrasession.**

Hey love, I hope you're having a great day! I am working on a HUGE goal to bless 30 women with some pampering in the month of October & I would LOVE for you to be one of my 30! Are you free next Wednesday night at 8:30pm by chance to join me for a spa facial from the comfort of your own home? 🧖‍♀️

Mary Kay has recently released our concept of a Hydrasession... these facials can be done at a spa and can cost \$250+ a session BUT I am sending out samples of this complete hydrasession for FREE!!! I only have 5 spots available would you like to be one of my 5?

She says yes- you say, wonderful, whats your address so I can mail you a fun goodie bag?

Oh and I am allowed to mail 5 goodie bags for anyone you would love to have join you! Do you have anyone that you think would session with you?

Great! Just text those to me as you get them! I am going to send you a text that you can send to them (see INVITE FRIENDS TO A VIRTUAL SCRIPT BELOW)

I am going to go ahead and add you into the fb group! On the day of the party you will want to have a bowl of water, a wash cloth, scissors, your goodie bag and maybe something to pin your hair back with! I'll follow up with you as we get closer, keep sending me your friends addresses! I'm so excited! I'll also send you the link to the group that you can send to them so they can get added into the group!

### **Glamour Party**

Hey Love! I was thinking about you because we are doing a virtual glamour session this month and I am allowed to give out 5 glamour goodie bags and I would LOVE for you to have one of them! Are you free Thursday night the ( date ) at 8:00pm?

When she says yes you say: GREAT! I just need your address, eye color & skin tone to customize your samples for you! For skin tone, choose from very light, light to medium, medium to deep, deep or very deep, which one of those do you feel like best fits you?

If she is unable to make it and you feel comfortable I would schedule her for her own virtual session. Tell her she is allowed to invite friends too!

### **Saturday Morning Wake Up and Glow.**

Hey gorgeous! I hope you're staying healthy, safe & sane! I'm trying to spread as much positivity as possible right now so I'd love to offer you the opportunity to get a FREE facial from the comfort of your own home via a virtual beauty experience! We'll be doing bedtime pampering facials & getting your face prepped for the

day PLUS we're offering FREE product giveaways throughout the virtual party too! It's Saturday Morning at 10:30am. Wanna be one of the 5 that I am allowed to send out for this week?

She says yes- you say, wonderful, whats your address so I can mail you a fun goodie bag?

Oh and I am allowed to mail 5 goodie bags for anyone you would love to have join you! Do you have anyone that you think would session with you?

Great! Just text those to me as you get them! I am going to send you a text that you can send to them (see INVITE FRIENDS TO A VIRTUAL SCRIPT BELOW)

I am going to go ahead and add you into the fb group! On the day of the party you will want to have a bowl of water, a wash cloth, scissors, your goodie bag and maybe something to pin your hair back with! I'll follow up with you as we get closer, keep sending me your friends addresses! I'm so excited! I'll also send you the link to the group that you can send to them so they can get added into the group!

### **Gift giving group script-**

Hey (their name)! I know lots of people are shopping from the comfort of their home this year so I wanted to invite you to a fun shopping experience with me! I am holding online virtual gift giving sessions where you will be gifted with a smell good goodie bag for free and be able to see all the wonderful things MK has to offer for this amazing time of year! Would you like to be one of the 10 people I send a goodie bag to? I would love for you to be one of them!

She says yes- you say great! Are you free Tuesday, October 20<sup>th</sup> at 8:30 pm?

She says yes- you say perfect! What is your address and I will send you a little goodie bag to help the experience and I will add you into the group, just be sure to accept my invite!

BINGO-

Hey (their name)! So I have a super exciting virtual event for you to attend! Where you can earn lots of free products! We are doing a Bingo night with my MK gift where we will give away lots of free product and introduce a lot of our new products! Wanna come and play and see if you win?

She says yes- you say- Great! It's Tuesday, October 27<sup>th</sup> at 8:30pm! Save the date and time and I will add you into the fb group!

**INVITE FRIENDS TO A VIRTUAL SESSION**

Perfect! I'm so excited to see you! Thank you for helping me reach my goal! I'm going to send you a text you can send to your friends to invite them. I would send it to 10 people, that way around 4 will come. If all 10 show, I'll just have to break the rules and give you more free stuff!

Here's the text you can send your friends:

Hey friend! I'm super excited! I was gifted with a virtual beauty experience from Mary Kay, for myself and 4 of my friends. You know how much I love you so you are one of the friends that I picked. Are you free on (date) at (time) for virtual session? If so, can you text my beauty consultant (name @ number) with your rsvp so she can ask you a few questions to customize your beauty experience with things that you'll love.

Once you start getting RSVPs, here is the text to send each guest to pre-profile them:

Hey (name)! Thanks so much for your RSVP! I just have a few questions for you so I can make sure to be best prepared for your beauty experience:  
What is 1 thing you would love to change about your skin?  
Have you ever tried Mary Kay products before?

Perfect! I can't wait to meet you at the party! And by the way...there is no obligation to purchase anything, but I do take cash, card or check! I will be sending you the link to the facebook group so you can jump into the group a few days before the party starts!

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### **INVITE FRIENDS - SCRIPTS- if you forgot to tell them they can invite friends!**

I almost forgot (their name), can you think of anyone who needs a pampering session? I can invite 10 people for the session.

Hey (their name)! I'm working on your goodie bag and wanted to see if you had a best friend, friend, mom, sister that you would want to bless and invite to get pampered?

She says yes- you say great! Would you like for me to send you a script to use to invite them?

Hey! Im excited!! I am doing a relaxing pampering package for myself and friends and I'd love you to be one of my friends. I'd be inviting you to a Bedtime Pampering Session. Its all online where a goodie bag will be mailed to you. Its Sunday August 23rd at 830pm, would you like to get a fun free goodie bag in the mail and have your face feel like a million bucks?

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### **MESSAGING FB FRIENDS THAT YOU DON'T REALLY KNOW VERY WELL**

I know we don't know each other personally, but I am working to bless 30 women this month with a free virtual beauty pampering experience, I would love for you to be one of them and just for saying yes you'll get a free goodie bag mailed to you!

They say yes-

Refer to the other million scripts above that tell you what to say lol!!!!!!

Referrals- What to send to the name and number someone gave you-

#### Referral Script #1

Hi Julie! This is Brittani Jenks with Mary Kay! I don't think we've met but your friend ( their name) gave me your name and number because she had a blast at a virtual session with me yesterday! She was gifted with ten \$10 gift cards that include a complimentary facial & she wanted one of them to go to you! Should I text or call you with the details?

#### Referral Script #2

Hey Holly! It's Brittani Jenks with MK again! Just following up regarding the gift card given to you by Debbie! I know you're probably super busy so text me when you can! I'll check back in a few days if I don't hear back from you!

#### Referral Script #3

One last check in Barbie! This is Brittani with MK! I didn't want you to miss the gift card and pampering session from Heather! Text me and let me know if you'd like to redeem it!

When she responds.....

Yayyyy! Text is great for me too! Your pampering session includes our best-selling anti-aging skin care paired with satin hands & lip treatments for you & up to 5 of your friends! You also get a \$10 gift card to use at the appointment! How fun is that?

Yayyyy! Your gift includes a facial pampering session for you & up to 5 of your friends! You also get a \$10 gift card to use at the appointment! How fun is that?