



# January Booking Script

By NSD Jan Thetford

Hi \_\_\_\_\_ this is \_\_\_\_\_. Do you have a quick minute?

One of my jobs as your MK consultants is to give you a seasonal update & January is the best month to do that because the winter weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a “new year new you” makeover. I would love to spend some un-rushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, evening, or weekend? (Only give choices that you have available or are willing to work. You are in control of your schedule!) You know what? We have some BRAND NEW and exciting products being released, and I will give you one for FREE. That's a \$\_\_\_\_\_ product for free (or some other product of your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on \_\_\_\_\_ (the date selected). Who do you think you will ask?



*This script has had a 100% success rate over 22 years!*