

Script One: Warm chatting

Hi, my name is _____.

I noticed you have very striking eyes (bone structure, etc. depending on the person).

I am working on a project for Mary Kay Corporation of putting together a portfolio of 30 faces by the end of _____. We opened up a Studio on 104th and Penn to hold private portfolio events for our selected models. I would love to feature you as one of my fall models. If you feel comfortable giving me your cell number I will call you with available times that work for you.

Script Two: People I Know

Hi, my name is _____.

I have started a new business venture with Mary Kay cosmetics, and I am really excited about it. I have been accepted into a leadership program; and to stay on track to earn my first car I need to do 30 makeovers each month for the next 4 months. You get to come up to our beautiful studio and receive a spa treatment for free (over \$200 worth of services). Would you be one of my 30? Great! If you can think of any friends to bring along with you that would help me so much. I have openings on: _____. Let's reserve a time for your spa treatment!

Script Three: Referrals

Hi _____, my name is _____. _____ gave me your name as someone who might like to receive a free makeover package. She enjoyed her makeover so much that she thought you would enjoy a spa treatment as well. You can come up to our beautiful Studio on 104th and Penn for your spa treatment that includes over \$200 worth of services. Your makeover package will include a microdermabrasion treatment and a full mineral powder makeover. We have appointments available on Thursday evenings and Saturday mornings at the Studio. Let's set up a time for you to receive your makeover package!