

A great way to approach women is to notice something specific about them. It is crucial to do this with a fun attitude and CONFIDENCE!!!!

Excuse me, I just have to stop you. Are your eyes green? (yes-kind of hazel). Do they change colors? (sometimes, it depends on what I wear) So do they turn more brown? (yes, brown and green). Perfect! Well this is going to sound kind of strange, but my name is \_\_\_\_\_ and I'm a consultant with Mary Kay and our new 2010 Product Line is out and I'm putting together color panels to test the new product line and your eyes are perfect! Have you ever heard of or been on a color panel before? (no). Great! And you're sure you don't mind helping me out? (no). Great! Thanks so much! What's your name? What's your number? Let's see, I know there's a panel running Wednesday evening at 6:30 or Thursday evening at 7. Would either of those work for you? (Thursday would probably work, but I'll check with my husband). Great! I'll call you later today and we can go from there. Is there a good time to reach you? (4 would be good). Ok, talk to you then and just so you know I have to have 30 women I don't know be on the test panel this month so if you bring two friends you get the eye color of your choice for free and if you bring five friends you get the eye color along with the new magnetized mineral compact! So fun! Talk to you at 4!

Booking: Is \_\_\_\_\_ there? (This is she) Great! \_\_\_\_\_, this is Rachel Wahle and we met earlier today at W-mart. How are you? Good. I was looking at when the panels are running this week and there is one Thursday evening at 7. Is that the one you thought would work for you? (yes) Perfect, I'll put in your reservations for that and just so you know it's limited seating so if for some crazy reason you can't make it, be sure to let me know so we can open that spot up to someone else if we need to. Now \_\_\_\_\_, just to let you know my goal is to have 30 women try the new product line this month. Do you have any friends you think could come along, and just so you know I give away Satin Hands Spa Cream for bringing two guests and the Satin Hands Complete Spa Set for bringing 5 friends. Do you want to check with some friends to see if they could come along? Great! Could I call tomorrow evening with your guest list? All I'll need is their names and numbers so I can call and pre-profile them for the event so I have everything they'll need. Is that ok? Great, let them know I'll be calling so they'll know who I am and besides that, when I talk to you tomorrow night, I will get you directions. Thanks so much and we'll see you Thursday!

Coaching: Hi \_\_\_\_\_, this is \_\_\_\_\_ friend Rachel Wahle with Mary Kay. How are you? Great, do you have a quick second? Great, I just have some quick questions to make sure I'll have everything you need Thursday night. First of all, is your skin normal, dry, combination or oily? Is it sensitive at all when you put on products? If you could change anything about your skin what would it be? (if she say smaller pores, you could talk to her about microderm, or if she says acne, talk to her about 3 in 1 cleanser, etc). Thanks so much for your time and by the way, what do you do? Do you have any kids? Well thanks again and I can't wait to see you Thursday evening a little before 7.

