

Script for Scheduling Your First Hostesses -

“Hi, _____. Hey, it’s Grace w/ MK Cosmetics! Do you have a moment or are you busy with your family? (Pause and wait for answer)

Great! So I just had to tell you about something I’m really excited about!! And I know it won’t make sense but I’m (completing my power start plus or whatever your goal) and it means so much to me because (there’s a really cool handbag I get for achieving this and everyone who sees me with it will know I’m really awesome ... whatever moves you). What this means is that I have a workload to complete in order to earn this, and it’s _____Hostesses in the month of _____.

Being a hostess is just choosing a date & having 3 to 4 girlfriends over to play in make-up. And for doing that you get _____(whatever your hostess program is, \$50/\$100 Free)

I would love to see you, I’m committed to doing this this and would love for you to be part of my big win! Is there any reason why I couldn’t pamper you and some friends for an hour?

GREAT! Would _____ at _____am/pm or _____at am/pm available?
(keep offering 2 options you have open until one of them works)

Once you have the date chosen say: “This is so exciting! I can’t wait to show you the product and meet your friends! We’re going to keep this simple! We’re each going to do two things and THAT’S IT! :)

You are going to:

1 - Look over the catalog I am sending you and make a wish list! Things you’d like to try and maybe even get at the end of your party! Inside the catalog you’ll also find the hostess program I use; it’s simple and I’ll do most of the work!

2 - Email or text me the names and phone numbers of 7 or 8 friends you want to have there so I can send them a text/call invite!

While you do that I will:

1 -Send you the catalog!

2 - I will send the text/call invite to your people easy-peasy!

I’m so excited to see you and thank you so much!