

## **New Consultant Dialogue to Book your Perfect Start**

Make sure you have decided when you want to work your MK business and when you don't. Make a weekly plan sheet with your family and be sure to include your faith time, family time and MK time.

*Consultant:* "Hi Jane, this is \_\_\_\_\_. Do you have a quick minute?"

*Jane:* Sure.

*Consultant:* "I'm so excited! I just got started with this new business with Mary Kay and as part of my training I have to get the opinion of 30 people. Is there any reason why we couldn't get together, let you experience the products and you give me your opinion?"

*Jane:* Well, no, there's no reason.

*Consultant:* "Great! Which is better for you, this week or next?"

"I do my appointments on \_\_\_\_\_ and \_\_\_\_\_, which is better for you?" (Set the appointment according to your schedule.)

After appointment is set:

*Consultant:* "Jane, you know what would help me even more is if you would share your facial with a few friends. I'll even have a free gift for you."

*Jane:* Well, sure I can do that!

*Consultant:* "Great! We have an awesome hostess program where you can earn free products! Let me drop some information by tomorrow and show you!"

*Jane:* That would be fine.

*Consultant:* "Start working on your guest list and I'll send out some invitations so we can get you lots of free stuff!"

*Jane:* That sounds great! I love to get stuff for free!

*Consultant:* "Thanks for helping me out! I'll see you tomorrow!"