

Book a Face while you FACEBOOK!

E-mail some of your Facebook friends who you have never facialed. I tried this, using her script, and i have about 6 facials and 2-3 parties booked from about 1.5 hours of emailing. Not bad. I wanted you to have the script in case it helps someone. Sometimes, especially with newer consultants, the phone is so scary. Women responded to these emails like crazy. And the handy thing was most of them, when on the computer, have their calendar right there and can book easily without all the back & forth! Here's the script

Hi Barbara!

I was hoping I could ask you a favor. I am working on a huge goal to _____ with Mary Kay. Woo hoo! Anyway in order to do this I need to pamper 30 women in the month of January. Appointment takes about 25 minutes... you give your opinion of our award-winning TimeWise skin care line. Absolutely zero obligation. We could do this in the comfort of your home or mine. I'll give you a \$20 gift certificate to spend in case you fall in love with something. Would you be willing to help me out?

**Let me know Girl
Stacey**