



How to Book Classes Quickly

A phenomenal consultant, Cleo Heberd (in Kansas) held 5 classes last week, booked 7 new appointments from those classes and had over a \$1000 week!! I asked her to share with us how she is finding the people, getting the bookings, and getting the classes to hold. Cleo lives in a very small, remote, farming community and has been out of "people she knows" for quite sometime! Here's her reply she sent to my questions: I have been using the Script for 30 faces that Beth gave me & the NO'S challenge you sent, it is all in your attitude I have found out. I wanted the NO's & I was getting YES'es. I have been using the \$75 for \$25 to book classes from classes.

Script for 30 Faces

Hi _____ Do you have a quick minute? This is _____ with Mary Kay. I'm so excited I have a huge goal for the next 2 weeks to do 30 faces. I need you to be a face for me. Set the date.

You know what..... if you could bring one or 2 people with you I don't know, I'll have a great gift for you, because that will help me so much to do my 30 faces.

There's only one more thing _____..... I need to know that you'll be there no matter what...because if not, I need to give your spot to somebody else. Can I count on you to be there?

I WILL BE DRIVING RED BY SEMINAR!!! BELIEVE!! BELIEVE!! BELIEVE!!

