

Keep Your Books Full..... by Missy Ducimetiere

*Mark your date book and keep it with you..

Kerry teaches to put abbreviations in areas where it is personal or business and that way you look like your books are full and that makes them want to book with you.

*Stick to your dates that you are working....

If you promised yourself to do Mary Kay during that time then even if you have a Cancellation you need to be doing Mary Kay - follow ups, reorders, office work, Warm chattering

*What if your books aren't full? Where do you get names?

Previous customers (facial and referral)

Warm chattering (names and numbers and good times to call)

Facial boxes

Skin care classes and bookings

Call past cancellations

Names or ideas from your director

Friends who say "not now, but maybe later"

*Keeping the appointments on your books

Reminder Cards

Text messaging

Phone messages

Pre-profiling hostess and all guests even if they told hostess no they couldn't make it

*Most of all rebook at parties and keep your ATTITUDE positive.

*Questions???

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Pre-profiling script for someone coming to party:

Hi this is _____, I know you don't know me but I am _____'s Mary Kay consultant and I will be putting her party on at _____ o'clock am/pm on _____ (day of week and date). Do you have a quick minute. Great, I just need to confirm that you will be coming to _____'s party. I am excited about meeting you. Now, if there was one thing that you would change about

your skin or would like to learn what would it be (wait for answer or prompt her if having trouble with answer). I am glad you shared that with me. I will make sure and bring products on _____ (day of week) that would benefit you. See you (state entire date and time)

Pre-profiling script for someone who says she's not coming:

Hi this is _____, I know you don't know me but I am _____'s Mary Kay consultant and I will be putting her party on at _____ o'clock am/pm on _____ (day of week and date). Do you have a quick minute. Great, I just needed to confirm that you will be coming to _____'s party. I am sorry to hear you won't be there. Well, there is one way that you could help _____ out. She needs a couple of bookings to earn her hostess gift and if you booked a facial with me then that would go towards her hostess credit. Does morning or evening work the best? (get her scheduled)

Booking from classes:

Go over back of profile word for word and then share your goal with them and get referrals or have her book a party off of her list. Let her know that she too can earn the hostess credit.