

## **Booking an Interview**

*Read this script over and over until you become comfortable with the words! Then get on the phone and call family members, friends, customers, etc.*

Hi \_\_\_\_\_, this is \_\_\_\_\_, do you have a quick minute? Great! Listen, I could use your help! You may or may not know, but I'm actually in leadership training with Mary Kay, and one of my assignments is to practice sharing our marketing plan with sharp professional women to get their feedback. I immediately thought of you because \_\_\_\_\_ (*give a sincere compliment – loves make-up, great with people, fun etc*). And Mary Kay may not be something you would ever consider for yourself, and that's perfectly OK with me, but I would LOVE to get your feedback on this! Plus, by helping me out, your name will go into our quarterly drawing for \$50 in FREE Mary Kay products! So how does that sound...would you be willing to help me out? Great!

All you need to do is listen to a quick phone call with my director, so I can take notes. The calls are on Tuesdays at 8pm CST, does that work for you? Great!

*(If not, figure out a time that does work for her and let Ashley know)* Ok, what would work better for you, weekends or weekdays? Daytime or evening? How about \_\_\_\_\_ or \_\_\_\_\_? Great!

I'll send you a friendly reminder before the call with the phone number and access code you'll need! Thanks so much for your support! Talk to you soon! 😊

*\* Once you book the interview, make a note on your calendar and set a reminder in your phone to send phone # & access code to guest 15 minutes before call begins! Don't forget to RSVP guest to Ashley!*