

## Booth Drawing Script

“Hi, is this \_\_\_\_\_? This is \_\_\_\_\_ with Mary Kay Cosmetics! We met at \_\_\_\_\_ & you entered your name in my drawing for a chance to win a door prize! I wanted to give you a quick call to let you know that you won a \_\_\_\_\_ (\$10 gift certificate and a complimentary makeover session or specific product) with me!

Would you like to know what all that entails? You’re entitled to a pampering hand and lip treatment, facial with our age-defying skin care and a “Dash Out the Door” makeover! Have you ever had a MK facial before? Cool! Well I am booking appointments for this week and next. Is a weekday or weekend better for you? Morning, afternoon or evening? Ok, I have \_\_\_\_\_ and \_\_\_\_\_ available. Which works better for you? Ok, great so I have you down for \_\_\_\_\_ at \_\_\_\_\_.

Now, it’s totally up to you, but you can come to me or I can come to you, which would you prefer? Awesome!

One more thing, as part of your prize you have the option to share your facial with some friends and there is no charge for them, but sometimes it’s just more fun with friends. Plus, I will double your gift certificate if you have at least 2 friends join you. Can you think of anyone that might like to join you? Ok great! I would like to send you a confirmation with the date, time and location so we’re on the same page. Would you prefer me to email or txt you that? Ok great!

Did you by chance have any other friends enter the drawing? Ok great!

I’ll touch base with you the day before to confirm last minute details...talk to you then! 😊

*Just in case someone says they don't want the complimentary makeover and just want the free product...I **DO NOT EVER give free product unless they book a makeover with me.** I tell them that Mary Kay's policy is to allow customers to try before they buy because we have a 100% Satisfaction Guarantee on all of our products and we want to make sure you are happy with the product and the best way to do that is at a facial....**PAUSE....**If not interested then offer 10% discount if places an order on website.*