

## Event FOLLOW-UP

- Write everyone's name that attended on your POWERSTART tracking sheet...pg 11 in Welcome Packet.
- Personally thank everyone that attended with a personal message.

### **Here's an example of a Personal Thank You:**

*Hey there friend. Thanks again for being a part of my Debut Party. You have no idea how much that meant to me. I really appreciate your friendship and your support. I'm really excited about this new adventure and am looking forward to seeing what God has in store. Thank you again from the bottom of a most grateful heart.* (add favorite emoji's)

Book everyone for a consultation regardless if they COMMENTED "you can borrow my face" or not. Many times they don't fully understand what that means. After you explain how simple, easy, fun, and beneficial it is they're excited to do it. Especially after you explain how this helps you with your first BIG GOAL in Mary Kay.

### **If they commented "you can borrow my face":**

*Thank you SO MUCH for being willing to help me with my goal of doing 30 practice Consultations in 30 days. When you said you'd help, I was EXCITED and so appreciative! I had a consult with my recruiter and it was wonderful! There's NO PURCHASE REQUIRED, however, if you do want to try something that's great! I think you'll love the products just as much as I do! The consult really helps to narrow down products that would be PERFECT for you because that can be a challenge! Best part, it gets delivered right to your door and it's 100% guaranteed by the company so that protects the BOTH of us!*

*The Consult only takes about 15 minutes if you've already watched my Director's Skin Care Video. So what's better for you? During the week or weekend?*

*Day or evening?*

*I have \_\_\_ or \_\_\_ available. Which works better for you?*

### **Everyone else that didn't comment:**

*Thank you again for being a part of my Debut Party! I was wondering if you'd be willing to help me with my goal of doing 30 practice Consultations in 30 days. I had a consult with my recruiter before I started and it was wonderful! There's NO PURCHASE REQUIRED, however, if you do want to try something that's great! I think you'll love the products just as much as I do! The consult really helps to narrow down products that would be PERFECT for you because that can be a challenge! Best part, it gets delivered right to your door and it's 100% guaranteed by the company so that protects the BOTH of us!*

*The Consult only takes about 15 minutes if you've already watched my Director's Skin Care Video. So what's better for you? During the week or weekend? Day or evening? I have \_\_\_ or \_\_\_ available. Which works better for you?*

Write the date/time in your Mary Kay Datebook on the week at a glance. If you haven't already taken the Time Study and blocked out your available times you're willing to hold appointments, refer to pages 8-9 of your Welcome Packet and do that now.

Reach out to anyone that said “SIGN ME UP” or “TELL ME MORE” first. No one may have COMMENTED that and that’s ok. That doesn’t mean no one is interested. That normally means they’re hesitant to say anything for fear...fear of the unknown (*commitment, expectations, failure, etc*)

I suggest doing the first 1-3 with your recruiter/Director so you can learn how to do it on your own in the future. After narrowing down a day that works best for your prospect, your recruiter/Director will respond with her availability.

**Send a 3-way message or text to your prospect and recruiter/Director to book the appointment:**

*Thank you SO MUCH for being willing to help me with my goal of doing 6 practice Curiosity Chats. You may or may not be interested and that’s totally fine. I just need to do this for my training and I’ll earn a GIFT from my Director for doing it. You’ll get any one product for 50% off for helping me. It only takes about 15-20 minutes if you’ve already watched my Director’s RAG’S TO RICHES Video.*

*So what’s better for you? During the week or weekend?*

*Day or evening?*

*I have \_\_\_ or \_\_\_ available. Which works better for you?*

Write the date/time in your Mary Kay Datebook on the week at a glance. If you haven’t already taken the Time Study and blocked out your available times you’re willing to hold appointments, refer to pages 8-9 of your Welcome Packet and do that now.

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— *Mary Kay*

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