

# Facebook Group Booking Scripts

**MAJOR IMPORTANT KEY :** Due to the restrictions with the FTC for us to have a publicly posted “Call to Action”, it is **VITAL** that you **DO NOT have** any sort of public comment about it being connected to Mary Kay.

**\*\*\*RESEARCH research research RESEARCH** your groups PRIOR to posting. Most groups have very specific days & restrictions to who can post what and when they can post it.

## Script A to Post :

Hey ladies ;) for any of y'all that would love a fun free pampering session ... I am testing out some **winter** hydration products ... it includes cleansing, hydration, charcoal mask treatment, microdermabrasion, and optional foundation matching!  
I'm offering the session in person OR virtually (I'll mail you a kit of samples & we will zoom together to use them). Totally no obligation to buy anything just give your opinion!!  
Thanks so much!

## Script B ::

Hey everyone I think it's ok to post this?  
This one is for the ladies ;) for any of y'all that would love a fun free pampering session with exfoliation, masking & hydration treatments. No obligation to buy anything just give your opinion!! It can be in person or virtual (I'll mail or drop off a packet to you & we zoom).  
Thanks so much!

***Once they comment I private message them this & “like” their comment then comment “PM’d you! Make sure to check ur spam”***

## IN PERSON REPLY :

Hi XXX thank you so much for commenting & yes it really is free & you truly don't need to buy a thing! But I love a great opinion & testimonial as to how it made your skin feel.

You are more than welcome to have friends join you as well :) I do the appts in my home in Pecan Creek South (Combs/Ironwood right north of Encanterra) on **Thursday afternoon/evening & Saturday morning in group appointments or private individual appointments** - which time and type would be best for you :)?

## VIRTUAL ONLY REPLY :

Hi XXX thank you so much for commenting & yes it really is free & you truly don't need to buy a thing! But I love a great opinion & testimonial as to how it made your skin feel.

You are more than welcome to have friends join you as well :)) I do the appts on **Thursday afternoon/evening & Saturday morning in group appointments or private individual appointments** - which time and type would be best for you :)?

**Then once a date is booked I send this message**

Awesome!! I'm going to have you fill out this link quick to customize your facial packet & then get it dropped in the mail 😊 <insert link>

**OPTION TO CALL .... Instead of sending them the link with the questions you can call and go over all the details. If you do NOT call ... send this next chunk in FB Messenger voice message here and there so they know you are real and hear your voice to feel more connected to me.**

**PHONE CALL SCRIPT for IN PERSON::**

Hey [Name] Oh my gosh, how are you? Are you excited about your appt tomorrow @ 11am?

Awesome! I'm looking forward to it!

So just a couple details to go over... when I hang up I'm going to text you two pictures.

The 1st is going to have directions and the picture to my home. Its at 921 E Kelsi Ave and that's Combs & Ironwood right on the edge of Queen Creek & San Tan so you know we're coming to.

My 2nd flyer will have a couple questions on it to answer about your skin type so that I can be prepared.

I would say to block out about an hour to no more than 90 minutes ... we will be using all Mary Kay products for the appointment. Are you familiar with them or have you tried them recently?

**< reply >**

OK great well in a year last year and a half 80% of our products have all been updated so everything's new!

We will use several of our great skincare products plus a microdermabrasion treatment, a charcoal mask & I will match your foundation & finish with mascara.

Again your skin will feel incredible and its 100% free ... there's no obligation to buy anything at all... but I will have products available if you fall in love with anything. But again no obligation!

You're always more than welcome to invite friends. Were you thinking of inviting anybody?

< reply >

OK great well if you do... if you'll text me the name and cell or do a group text with us so I can and send them the flyer to answer the questions too about their skin type too!

And other than that.... that's all I had to go over with you. Do you have any questions for me?

< reply >

OK great well this is my business, just to let you know this is what pays my bills and feeds my Husband and I'm going to show up rain or shine and I'm never going to Cancel or postpone, so I hope you won't do the same to me because we are gonna have a lot of Fun!

So I'm super excited to meet You on Wednesday and I'll touch base between now and then. I'll text you everything as soon as I hang up.

Alright I'll talk to you then! bye!

### **PHONE CALL SCRIPT for VIRTUAL ::**

Hey [Name]!! I just wanted to send you a quick voice message to go over a couple of things for your appointment and also so you know I'm a real person haha!

1<sup>st</sup> ... just make sure you fill out the link when you get a moment so I can know the correct formulas to include in your packet and where to mail it to.

2<sup>nd</sup> ... you will want to block out about 30-40 minutes but no more than an hour for your session it just depends on how much we end up talking! We will be using all Mary Kay products for the appointment ... I'm not sure if you're familiar with them or if you've tried them recently? But in the last few years about 80% of our products have all been updated and we now have 7 skin care lines so almost everything is new!

We will use several of our great skincare products plus a microdermabrasion treatment, a charcoal mask ... then you'll have the opportunity to join for a second free Skin Care Cycling session as well.

I promise your skin will feel incredible and yes its 100% free ... no obligation to buy anything at all... but you do get a \$10 gift card just for sending me your opinion on the products when we are done that day incase you fall in love with something.

Again you're more than welcome to invite one or two friends to join you – just create a group message with me and them so I can get their packet customized as well and don't hesitate to let me know any questions you have! See you soon!

IMAGE FOR IN PERSON ONLY

# Skin Care **SESSION**

## PRE-APPOINTMENT QUESTIONS:

1. Is your skin more combination or normal to dry?
2. Do you have breakouts? If so, how frequently?
3. Have you ever tried Mary Kay? If so, do you currently have an active consultant you purchase from?
4. Do you have any sensitivities/allergies to specific skin care ingredients?
5. What would you love to change about your skin?
6. Would you be willing to watch a quick video with survey for a **BONUS** swag bag?

*Can't wait to meet you!*



**Oh and here's one of the script that I send the guest when she gives me guest list with name and number that are joining her this is what I text the Guest**

Hey Tabitha! This is Tiffany with Mary Kay! I'll be instructing your facials tomorrow @ 7pm w/ Tiffany. Yay! I'm sure you're excited to be one of her select guests for her beauty experience, and I'm looking forward to meeting you! 😊❤️ If you could answer these Skincare questions for me as soon as possible, that will help me create the best experience possible for you! 🙌