

## Referral Virtual Booking Scripts

Remember to get their info **AND book their appointment prior** to requesting a kit from our office or mailing one yourself. When booking, always offer them 2-3 times you have available or our weekly team facial night. After booking, begin coaching the appointment (see Training/Coaching tab on our website.)

### 1<sup>st</sup> TEXT TO SEND



Hi [First Name]!! It's Chelsey w Mary Kay & I met [Referred By First Name] [Referred By Last Name] from her session & she had a few FREE 🙌 Facial Kits w virtual session + gift card to send out .... AND wanted you to have one! She MAY have told you about it 😊

Let me know either way - if you'd love to receive it :)? Have an awesome day!

### Referral Reminder 1 – SENT 3 DAYS LATER IF NO RESPONSE

Hey [First Name] it's Chelsey again ... sorry to bother you I know you're probably super busy 😬 just in case you didn't receive the first message I thought I'd reach out! [Referred By First Name] gifted you a free Facial Kit + virtual session w/ gift card 🙌 let me know either way if you'd love to receive it??

### Referral Reminder 2 – SENT 3 DAYS LATER IF NO RESPONSE



Hey [First Name]! It's Chelsey with Mary Kay & I just wanted to reach out one last time about your Facial Kit + session w/ gift card gifted to you by [Referred By First Name] 😊 If it's something you'd love to receive just let me know if your skin is more normal to dry or combo ... and the best address to send it to! Thanks so much 😊