

**Fish bowl, drawing, etc:**

“Hi \_\_\_my name is Suzy and I received your name from (place you received it from) where you entered into a drawing. Well, I am calling to let you know that I drew your name for the month as the winner to receive a complimentary pampering package with Mary Kay. And I am so excited because I get to give you this gift! Have you ever tried MK? Do you have a consultant currently?”

You choose between our “Indulge By Candlelight” session where we will talk and work on skin, lip and hand care or you can do a “Brand New YOU....where you do color and skin care and get a complete makeover”...which is the one that most women choose.

Which one would appeal to you the most?

She answers....

Great! These are the times I have available.....What is the best choice for you?

This session also includes a couple of girlfriends, maybe a neighbor or a family member. I will give you a call within 24 hours to get your guest list and find out who is coming.

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