



# Girlfriend Holiday Shopping Party!

## THE SCRIPT:

Hi is \_\_\_\_\_ home? Hi \_\_\_\_\_ this is \_\_\_\_\_ with Mary Kay, I hope I'm not catching you at a bad time.... Great! First of all, I am calling to see if there's anything from the Look catalog that you need to keep you looking great? Also, I decided to do a drawing for my customers to win a fun "Girlfriend Shopping Party" and today I pulled YOUR name out!!

## **Congratulations!**

Let me tell you what's included in the Girlfriend Holiday Shopping Party, everything I'm going to mention is for you and up to 20 girlfriends.... I'll bring a wide range of our MK product line, including our brand new Holiday Collection! We won't be doing facials that day, so everyone will be keeping their makeup on, everyone will be shopping from their seat and not on their feet! No need to spend \$3 a gallon to drive to the mall! I'll come right to you, or if you prefer, we can hold your Shopping Party at my home, it's totally up to you! AND the best part is that you can earn up to [\\$250 In Free Products!](#)

## **AND**

Because you are helping me meet my goal of getting 100 women's opinion of our new holiday collection, so I know what to really stock up on, I will also award TWO GUESTS, from your SHOPPING PARTY, the opportunity to have their own HOLIDAY SHOPPING PARTY, SO THEY TOO CAN RECEIVE UP TO \$250 IN FREE PRODUCTS!

**When we pick a date and time for your Shopping Party today, I'll go online and email you a link, allowing you to send email invitations to your guests. They can reply back to me, as to whether they can attend, then I'll take care of the rest!!! If you or your guests don't have email, I can send them postcard invitations.**

I hold appointments during the week and on the weekends, which would work better for your schedule? Daytime or evening? Great, I have \_\_\_\_\_ and \_\_\_\_\_ open, which one do you prefer? Do you want me to come to your home or would you and your girlfriends prefer to come to my home in \_\_\_\_\_? Great, I've got you down for \_\_\_\_\_ at \_\_\_\_\_, now I just need your email address to send you the Girlfriend Party Planner link....

(If they don't have email, schedule a time to call them back within 2 days to get their customers names and addresses, so you can send the girlfriend holiday shopping party postcard invites. Try to schedule appointments within two weeks and not further out than three weeks, unless their schedule is really tight.