

WHEN YOU CALL SOMEONE TO BOOK THEM FROM A SKIN CARE SURVEY SAY THIS:

HI _____ THIS IS _____ AND YOU FILLED OUT A SKIN CARE SURVEY FOR ME ATBLAH, BLAH, BLAH (WHEREVER THEY DID IT) AND I'M CALLING TO SET UP A TIME THAT WILL WORK FOR YOU FOR YOUR FACIAL.....

THEN GIVE THEM THE TIMES YOU HAVE SET ASIDE AND BOOK IT!!THEN PRE-PROFILE HER.....

THEN ASK FOR THE GUEST LIST OF WHO THEY'D LIKE TO INVITE TO JOIN THEM...BY SAYING.....YOU ALSO INDICATED ON YOUR SURVEY THAT YOU WOULD PREFER TO SHARE YOUR FACIAL WITH FRIENDS.....IF YOU CAN GIVE ME THEIR ADDRESSES, I'LL SEND THEM AN INVITATION AND THEN FOLLOW UP TO GET THEIR SKIN TYPE AND PREFERENCES JUST LIKE I DID WITH YOU JUST NOW.....HOW DOES THAT SOUND? DO YOU HAVE TIME NOW TO GO OVER YOUR LIST WITH ME, OR SHOULD I CALL YOU BACK LATER TODAY OR TOMORROW?

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