

Referral Dialogue

"Hi _____ my name is Yvonne and I am a friend of _____ (the person who referred her). Am I catching you at a bad time? Great! Well _____ (person who referred) was over at my house the other day for a pampering session with Mary Kay and I asked her if she knew anyone who is over worked, over tired, over stressed and under pampered and do you know who's name she gave me? (She will probably respond with "me? she knows me so well" or "she is right I am worn out" or something to that effect) So the reason why I am calling is to find a time to pamper you because you obviously deserve it! When can we get together....this week or next week?"

From this point you can use the dialogue in your conversations booklet to turn this facial into a class! Make sure to ask if she currently has a consultant and if so refer her to her consultant for a "time to be pampered".