Scripts to build your Portfolios

Networking Script:

I'm so excited! We have just introduced a new service for our customers, would you be interested in some free advertising?

What we will do is get together for a 45-minute pampering session and get your opinion of our new Mineral Powder makeover where you can go from cleanser to lip gloss in about 3 minutes. I will take an after picture and get 10 of your business cards. Then I will introduce you and your business to 20-30 women a month at no cost to you. This is a great way for businesswomen do some networking for each other. You will be under no obligation and I do have a free gift for your time…PLUS THE BEST THING I GET TO DO FOR YOU IS TO SET YOU UP FOR OUR VIRTUAL MAKEOVER! WHEN WE GET TOGETHER, I WILL TAKE YOUR PICTURE, UPLOAD IT AND YOU WILL BE SET TO PLAY…YOU CAN DO YOUR HAIR WITH HIGHLIGHTS, LOW LIGHTS, DIFFERENT STYLES, COLORS AND YOU CAN APPLY EVERY MARY KAY EYE SHADOW, BLUSH AND LIP COLOR! YOU WILL LOVE IT!!

Would during lunch or right after work be more convenient for you? At your business, my house or your house? By the way, who do you know that might be interested in some free advertising?

Hot Mama Portfolio

I am putting together a portfolio of the sharpest Mom's I know and we are calling it our Hot Mama Portfolio. I don't want to embarrass or offend you, but has anyone ever asked you to be face model for Mary Kay? They haven't, I am really surprised. I would be honored to be the one to have you in my Hot Mama portfolio, all we do is get together for a 45 minute pampering session, let you try our new Mineral Powder makeover where you can go from cleanser to lip gloss in about 3 minutes, I will take an after picture and I have a free gift for your time. You would be under no obligation. PLUS THE BEST THING I GET TO DO FOR YOU IS TO SET YOU UP FOR OUR VIRTUAL MAKEOVER! WHEN WE GET TOGETHER, I WILL TAKE YOUR PICTURE, UPLOAD IT AND YOU WILL BE SET TO PLAY…YOU CAN DO YOUR HAIR WITH HIGHLIGHTS, LOW LIGHTS, DIFFERENT STYLES, COLORS AND YOU CAN APPLY EVERY MARY KAY EYE SHADOW, BLUSH AND LIP COLOR! YOU WILL LOVE IT!!

Global or MK USA Portfolio

When you are talking to someone who looks like they would be from another country (state).

I can't help but asking, where are you from? I am so excited! We have just started a new Global (MK USA) Portfolio to show how Mary Kay products look on faces from around the Globe (the country), would there be any reason why you couldn't represent your country (state) in my Portfolio? You would be perfect! PAUSE ANSWER *All we do is get together for a 45 minute pampering session, let you try our new Mineral Powder makeover where you can go from cleanser to lip gloss in about 3 minutes, I will take an after picture and then I will have a free gift for your time. You would be under no obligation. PLUS THE BEST THING I GET TO DO FOR YOU IS TO SET YOU UP FOR OUR VIRTUAL MAKEOVER! WHEN WE GET TOGETHER, I WILL TAKE YOUR PICTURE, UPLOAD IT AND YOU WILL BE SET TO PLAY…YOU CAN DO YOUR HAIR WITH HIGHLIGHTS, LOW LIGHTS, DIFFERENT STYLES, COLORS AND YOU CAN APPLY EVERY MARY KAY EYE SHADOW, BLUSH AND LIP COLOR! YOU WILL LOVE IT!!*

CALLING SURVEYS

Hello, is _____ there? This is _____ with Mary Kay and was calling in response to the survey you filled out. You marked that you would be interested in one of our pampering sessions. Also. _____ told me that that your (Whatever her best feature is) would be a great addition to my portfolio, plus you are super busy and need to be pampered. (Pause) You would be under no obligation and you would get to experience our new Mineral Powder makeover where you can go from cleanser to lip gloss in about 3 minutes PLUS I would have a free gift for your time. AND THE BEST THING I GET TO DO FOR YOU IS TO SET YOU UP FOR OUR VIRTUAL MAKEOVER! WHEN WE GET TOGETHER, I WILL TAKE YOUR PICTURE, UPLOAD IT AND YOU WILL BE SET TO PLAY…YOU CAN DO YOUR HAIR WITH HIGHLIGHTS, LOW LIGHTS, DIFFERENT STYLES, COLORS AND YOU CAN APPLY EVERY MARY KAY EYE SHADOW, BLUSH AND LIP COLOR! YOU WILL LOVE IT!!