

## Script for Confirming the Guests

“Hi \_\_\_\_\_ (Invited Guest) this is \_\_\_\_\_. I am the Mary Kay Consultant holding the Beach Party Beauty Bash for \_\_\_\_\_ (the Hostess name) on \_\_\_\_\_, (give the date). Do you have a quick minute? Great! \_\_\_\_\_ is very excited that you are going to be one of her Guests!!”

(Optional)

“ I am creating a “Goodie Bag” for each Guest, and I need some information about your skin and the colors you like so I can create a “Goodie Bag” for you.” (This gift bag is optional, but knowing they are getting a gift might just get them from being a “no-show”!.)

- 1. Do you have Normal to Dry skin or Combination to Oily skin type?**
- 2. Are you Ivory, Beige, or Bronze skin tone?**
- 3. May I ask what product you are washing your face with?**
- 4. What is your favorite eye shadow color?**
- 5. Last question– What is your favorite lip color?**

(These are *some* of the questions from the profile that she will finish filling out at the Beach Party event.)

“Since this is a “Squirt, Feel, Smell, & Pass” event, we will not be doing makeovers. However you can make an appointment for a personalized makeover at a later date. Ohh... and don’t forget that you get a *\$10 Shopping Voucher* to use at the Beach Party Beauty Bash when you bring a friend with you! Can you think of a fun girlfriend? Great!”

“\_\_\_\_\_, your reservation is confirmed and this is great because with 10 or more confirmed guests attending, \_\_\_\_\_, will also receive the Ultimate Hostess Prize from me! She is going to love that and you for coming!!

Thank you so much for your time. I look forward to meeting you at \_\_\_\_\_’s Beach Party! You are going to enjoy lots of “treasures”, door prizes, discounts; and .....(optional) your goodie bag! See you on \_\_\_\_\_ at \_\_\_\_! Bye!!!”

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After speaking with the guests, call your Hostess to let her know how excited her guests are!! Use this call to re-excite and coach your Hostess again!

(What’s in a goodie bag? Suggestions: candies, product samples, glamour samples, etc she might enjoy trying . Use a cello bag with a little ribbon tied at the top and a Name Tag attached! Your guests will love it!