

Great Warm Chatter Script:

Excuse me I don't mean to disturb you, (while you are working or shopping), my name is \_\_\_\_\_, I am a beauty consultant with Mary Kay Cosmetics and I couldn't help notice (your beautiful outfit, your hair, your smiling face, how nice you have been to help me etc)

I am putting together a Model portfolio book of makeovers-before and after. Would I offend you if I were to ask you to be a model for my portfolio book?

Here is my card-just write down your information and I will call you. (While she is writing it all out ask her) when is usually the best time to reach you. Also, since you don't know me-if you would feel more comfortable about having a friend do this at the same time-that is fine with me.