

# Mercedes Scripts

## Fabulous Scripts for parties at my home

### First text to hostess:

Hi [first name], this is [My First Name] with Mary Kay in [City where you teach parties]. I don't think we've met but [Fabulous Sheet Host] said text is the best way to reach you. She gave your name as a deserving woman to receive a complimentary Mary Kay facial! Should I text or call you with the details? 😊😊

### If they say to call I say-

Ok, perfect! Are you available for me to call you today at [put time you are doing calls for the day]? *I usually put a long window in case I forget ie "today after 1pm"*

*If they say yes to the time, I text:*

Perfect! I'll give you a call today after 1pm.

*Set reminder to call!*

**If they say yes to text I say-**

Ok cool! Basically, we just need to pick a one and a half hour window that works best for you. I am booking these on Friday nights or Saturdays. Which would be better for you?

*They will say which they prefer, then I text:*

Ok great I have a 6pm this Friday the 7th or 8pm this Saturday the 8th. Which works better for you?

*When they select date/time I IMMEDIATELY confirm.*

*Don't let time pass. Show them you're undivided attention until it's on the books!*

Ok perfect. I have you confirmed for 8pm on Saturday the 8th. The address is [your address here]. We will start right at 8pm and finish by 7:30pm. And you can invite up to 5 friends! Would you like me to create a cute little invite for you to send to them?

*Wait 5 minutes and make invite from Canva*

Okay, I have your invite ready. You can just copy and paste the message and you can send it to like 20 people...that usually nets 4 or 5 people. 😊 And if you end up with more, that's great too! And if I start getting RSVP's starting tonight, you get your choice of a free hand cream or mascara when I see you!

*Wait 2-3 minutes so they think you texted everything*

*out. Send Canva flyer along with these words*

Hey girl! I'm super excited! I was gifted a pampering package for myself and up to ten of my friends from Mary Kay! You know how much I LOVE you so you are one of the ten that I picked! Part of my package was that you get a customized Swag Bag with some fun products in it! Can you text [your name] at [your number] so that she can make sure she customizes your swag bag with products YOU WILL LOVE!

### **Message after someone RSVP's:**

Looking forward to meeting you! Here are a few questions so I can be best prepared for you! 1. Have you ever tried Mary Kay before? 2. What would you change if you were to change anything about your

skin – fine lines, dark circles, uneven skin tone, smaller pores, blemishes? 3. What would you like in your SWAG VIP bag - more skincare or color? 4. Because we have different skin care lines for different ages, what age range would you be in? Under 18, 18–30, 30– 50, 50+ Thanks! Can't wait to meet you! Mercedes Buchanan

### **1-2 day later Message To The Hostess:**

Hi [hostess]! I'm looking forward to your upcoming Pampering Appointment... Just wanted to let you know that [any rsvps] just RSVPed and [anyone else] RSVPed yesterday! Let me know if anyone else is coming and I will keep you posted as more people RSVP!

### **1-2 days later message to hostess:**

Hi [first name!] I'm in the

process of putting everything together for your appointment. Would you prefer a fruit or chocolate plate at your appointment?

*They say which they want and I say:*

Ok, awesome! It will be ready for you on Friday! 😊  
Have a great day!

*Put what they want in the calendar heading so you don't forget!*

## **DAY BEFORE: Message To The Hostess:**

[first name]! Looking forward to tomorrow at 8PM. Just wanted to confirm a headcount... Will it be four people in total?

*When they respond say:*

Ok perfect! I'll have everything set up for you and your guests! We are

going to have a GREAT time!  
Please make sure your  
guests know we will start  
right at 8pm and end by  
9:30pm so they can all get  
the full experience. 😊

## **DAY OF THE APPOINTMENT:**

Hey [first name]! Can't wait  
to see you at 8pm today. I  
have everything all set up  
for you! You're welcome to  
come a few minutes early so  
I can set your trays up! If  
not, we will be starting right  
on time. See you soon!

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