

CAREER CHAT STEPS FOR SUCCESS:

Seasoned Consultant Script

1. In the Individual Consultation, book her ON THE SPOT!
SAY:
So, how bribable are you?
2. Continue with:
OK Great! Well, right now I supposed to be doing this training where I talk to 10 women about how Mary Kay works. And I know you are probably not interested in Mary Kay at all and I'm totally OK with that. I just need a guinea pig! And if I can borrow you for my training, I can totally give you your (eye make up remover, etc) as a thank you for your time. Is there any way we could get together for a cup of coffee and I could practice on you?
3. Pause and get the yes!
OK great! When would work for you?
4. Book your Career Chat for within the next 10 days if at all possible!
5. SAY:
*As a huge thank-you for helping me out:
I'll bring your _____ !*

OR

You can have a \$15 gift certificate, or you can pick a full set at 1/2 price. You can use it right away or save it for your next order. Do you know which items you would like or do you want to think about it and let me know then?

6. Coach the Appointment:
We're starting at 11, so we'll probably be done around 12, but if we're chatty it might go until 12:30. I'll plan on bringing your _____ but if you change your mind and want something else, just let me know and I'll bring it for you. See you on ____ at _____!
7. Confirm the Appointment:
Hi Susie, I'm just calling to confirm our 11:00 tomorrow at Starbucks! I am totally excited to get together with you and wanted to say THANKS in advance for helping me with my training! You have no idea how much you are helping me out! I will plan on seeing you tomorrow at 11 and I will have your eye make-up remover with me, but if there is something else you would like instead just let me know. I'd be happy to bring it with me. You can reach me at 555-555-5555. Thanks again and I'll see you tomorrow at 11!
8. When you arrive, arrive early to get a table and order your drink. When your guest arrives:
Hey lady! Thanks so much for helping me out! Would you like to grab yourself a drink or are you good? Here is your eye make-up remover...
Be sure to invest the time before you start in getting to know her and making a connection!
9. If I am also booked for your chat, when she arrives, also add:
My director is going to come too and help me with my training, so you are REALLY making a difference for me, thanks so much!