

Message.....

Hi \_\_\_\_\_!!! I'm so excited! I wanted to check in with you to make sure you had received your holiday edition of the MK Look book in the mail! I have some AMAZING specials this month only!! You've gotta call me back to hear about it!! Call me back or I'll try you again a couple of days. Have a great day!!!

She answers.....

Hi \_\_\_\_\_!!! It's Kiersten your MK consultant how are you ?. I wanted to check in with you to make sure you had received your holiday edition of the MK look book in the mail? (pause) (SHE SAYS YES) Well \_\_\_\_\_ I am so excited to talk to you because I have the best special going on that I have every had!!! I;m working on a HUGE goal called national court of Sales OR I am working on a goal with my team to sell a HALF MILLION in MK this year!!! The company has a double credit special so YOU get double CREDIT too- but it's only this month- can I share it with you? If you can grab your look book..... (pick what you want to promote)

- Well first flip to page 19 in the book! The 4 new holiday eye colors are so sparkly and fun! My first special is about booking your holiday glam makeover, my goal is to do \_\_\_\_\_ this month and I'd love to treat you to a new holiday look!! If we arrange to do your holiday glam makeover before the end of the month I will give you ONE of those colors for ABSOLUTLY FREE!!! (pause let her respond) So what would be best for you during the week or weekends? BOOK IT!!!!!!
- What I am MOST excited about- you can find on page 5. Our brand new skinvigorator brush! I want to share with you that when I first heard about it I wondered do I really need it? My fingers are doing a good job- BUT LET ME TELL ya \_\_\_\_\_ I have been using the brush and I could see and feel a difference with my first use!!! If you look on page 5 you can see how well it works, and how much better it removes makeup and dirt from our forehead!!!! My special for THIS month ONLY is you can get the brush \*(insert special)
- I'd love for you to check out page 22 for perfect teen gifts, teacher gifts and co worker gifts, sisters, best friends, etc! It's the perfect little gift for \$10. THEY ARE GORGEOUS ON!!!
- You will also have gotten a sample of our new Belara Midnight Scent. Let me just say the scent may overtake you at first sniff- but I encourage you to try it on and give it 30 minutes before you decide if you like it☺
- I'd LOVE for you to pop in to my Stop and Shop it's schedule on \_\_\_\_\_