

## **HOW TO BOOK YOUR 30 FACES IN 30 DAYS! ACHIEVE YOUR POWERSTART! GET YOUR PIN!!**

*Most everyone in our unit achieves their Powerstart. And you will too! It's a great accomplishment! Remember, 30 faces can be done very quickly. You can have 5 parties with 6 people. You can have 6 parties with 5 people. You can have 10 appointments with 3 people. So you pick how you'd like to do it. Mary Kay said a perfect sized group for a party is 4 to 6 women.*

*Holding Mary Kay parties is the easiest way to achieve your Powerstart so if you know women that will host a party, go ask them first! If that's not working or you prefer fewer than 4 women, then use the approaches below. Ask 100+ women and don't stop till you have all 30 set with dates.*

**FACEBOOK:** *It must be a personal message to them. Mass wall posts do not work!*

Subject: a quick favor to ask..

Hi Jessica! How are you? Okay, random question, but could I do a quick makeover with you? I'm in a challenge to do 30 makeovers in the next 30 days with pretty women I know and that would be you. It's free and you'll be helping me with my training. Let me know if calling you is better and we can set it up. Thanks girlfriend! Xoxo, \_\_\_\_\_, Mary Kay Cosmetics

**TEXT MESSAGE:** *When sending the text, it must be personalized with their name.*

Hi Jess! Okay, random question...Could I do a quick makeover with u? It's for a Mary Kay contest I'm in the next 30 days. It's fun, free and you'll leave looking fab! Let me know. Xo, \_\_\_\_\_

**PHONE CALL:**

Hi Jessica! This is \_\_\_\_\_ with Mary Kay. How are you girlfriend? Do you have quick minute? Okay, so this might sound random, but could I do a quick makeover with you? I'm in a challenge to do 30 makeovers in the next 30 days with cool women like you and I could use your help. Any reason why we couldn't get together? It can take less than an hour and you get an updated look. Whatcha think?

**THEY SAID YES! HOW DO I SET A DATE?**

*Next, give two options:* We can pick a one hour window that works best for you. I have Sundays and Mondays open. What's best for you?

*Next, give two options:* Okay, would Monday, May 5th at 11am or 3pm work better for you?

*Lastly, you have to confirm it with an email or a confirmation so they know you are SERIOUS.*

Can I get your email so I can send you a confirmation? Or I can text you a confirmation with the details. What's best?

*To make sure they don't cancel and they bring friends to help you:* Oh and can you give me 48 hour notice if you need to reschedule? I'm in a contest and I have to have these makeovers done, so I'm saving the spot just for you and anyone you bring. Oh you can bring up to 4 people for free makeovers with u. ☺ Thanks!

**HOW DO I MAKE SURE IT DOESN'T CANCEL?**

*Send a Thank you Note by mail and a confirmation email.*

Hi Amber! **You are confirmed for Friday, December 19th from 7pm to 9pm for makeovers with you plus up to 4 friends.** Please let me know 48 hours in advance if you need to cancel. It is a full makeup lesson so everyone will get the same lesson at once, so it would take no longer if you brought friends along ☺ You can expect: award-winning age fighting facial products, foundation color matching, and color application tips. You can come with or without makeup on. Thanks for helping me out. Love, \_\_\_\_\_

**STARTING GOAL:** *Get all of your 30 faces booked before you get started. 50% of your appointments will cancel, so it's recommended you have extra appointments booked. Mary Kay recommends double booking every time slot, so if someone cancels, you still have one.*