

### **3 DAYS PRIOR TO PARTY PRE-PROFILING GUEST**

Hi Laurie, I'm super excited to see you Saturday at 4pm!!

I have some questions about your skin so that I'm prepared for your session. Is it ok if I text them to you or would you rather I call?

Thanks, Your Name!

Or

Hey Guerda! I hope you're having a wonderful Wednesday. I have you down for our appointment this Saturday at 11:30am! I'm so looking forward to meeting you! I have some questions about your skin, can I text them over to you now?

Thanks, Your Name

### **PREPROFILING FRIEND OF GUEST**

Hey Kacie! Denise said you're coming w her to the MK party sat @12pm! Hooooorayyyyyyy! I'm so excited 2 meet u! Do u text? I have a few questions about ur skin so I'm prepared for everyone! Thx, Your Name.

### **QUESTIONS TO SEND**

1. Have you ever tried Mary Kay before?
  2. What are you currently using for your skin care?
  3. What type of skin do you have dry, normal, combo or oily?
  4. What would you change if you were to change anything about your skin- fine lines, dark circles, uneven skin tone, smaller pores, blemishes?
  5. Because we have different skincare lines what age group would you be? 18/24 , 25/35, 36/45, 46+
- Thanks, Your Name

### **NEVER TRIED MK**

Awesome thanks so much! I always love to pamper a Mary Kay virgin LOL Can't wait to pamper w a purpose and give you instant results. It will be so much fun

### **TRIED MK-**

Awesome thanks so much! I always love to pamper someone who's knows Mary Kay. Do you have a consultant? I can't wait to pamper together w a purpose and give you instant results. It will be so much fun

**\*\*Only AFTER they respond give them details of where to go**

## Once Pre-Profiled Send Address + Flyers with Map

Towneplace Suites Marriott

2450 Quantum Blvd

Boynton Beach, FL 33426

(Send MK Flyer w Lady in Mirror for address and Date with Times)

**\*\*\*Send little messages daily before apt to stay connected to them so it reminds them daily\*\*\*** (I.E. Hey girl, just made a little goodie bag for you! Can't wait to treat you with it on Tuesday at 6:30pm! Its gonna be so fun ☺)

## 24 HRS BEFORE APPOINTMENT

Hi!!! I can't wait to finally meet you tomorrow at 6:30pm!!! Looking forward to having some fun for a great cause!!! Your Name

(Send them Directions for Hotel- pink and black stripes)

## DAY OF CONFIRMATION

Hi, I'm excited for the awesome pampering session today at 6:30pm! Are you able to arrive 15 minutes prior to your appointment so you can find parking, I can match your foundation, get your 3 step hand spa in & be ready for the 6:30 facials & fun???

Thanks, Your Name

## HAVEN'T RESPONDED TO CONFIRM

Hi Vanessa! I haven't heard back from you and my phone's a little wacky sometimes with texting, so just wanted to check in again. I reserved a seat for you tomorrow at 11:30am. Can you let me know if you can make it? If I don't hear from you by 4pm tonight, I will have to open the spot up to someone else on our wait list, so totally let me know either way. Thanks so much!

## HASN'T RESPONDED ABOUT BRINGING A FRIEND

Also, when you bring a friend, 2 donations will be made to domestic violence shelters in your honor and you will receive a free gift. Just let me know before all my spots run out because space is limited! Have a fabulous day ☺ Your Name

## NO SHOW TO APPOINTMENT

Hey girl, sorry I missed u for your pampering session & makeover as planned so let's reschedule before all my spots fills up!! And thanks again, this is for such an important cause for domestic violence survivors so thank u in their honor too! What works with your schedule, weeknights or weekends? Your Name