

Hi, is _____ available? This is _____ with Mary Kay Cosmetics and I am calling regarding the drawing you entered at _____.

Great, I'm calling to let you know you are one of our winners! CONGRATULATIONS!!!

You have won a Mary Kay Pampering Package and a gift certificate for FREE product! Isn't that exciting?

Do you have a quick minute?

Let me tell you what it entails. You have won a Satin Hands treatment, a Satin Lips Treatment, a Facial and Makeover....and you will be receiving a gift certificate for FREE product! Doesn't that sound GREAT!??

Could you use some pampering about now?

Your pampering package is good for you and up to 5 other women, so it's great for "girlfriend time", or just to share with mom, sister, neighbor, whoever? And they will all receive the same "royal treatment" that you will receive, they just will not get the FREE product that you will be getting...you are the winner!:) So, how does that sound?

Great...we do this one of 2 ways...you can either meet me at our Mary Kay Studio in La Plata, or you can just be pampered right out of the convenience of your home. It's totally up to you. Which sounds better to you?

If she prefers her home: Great! Do you prefer days or evenings (get answer) during the week or weekend?

(If she chooses during the week, then begin narrowing down..) Do you prefer the beginning of the week, or the end of the week? Great, I have _____ (ex. next Thursday evening at 7pm), how does that work?

Phone number (secondary) like a cell, home or work

Full mailing address & directions

If you still have a moment, I would love to ask you a couple questions about your skin to better prepare me for your pampering session. (Otherwise, if she has to go, you can ask the questions when you call her back.)

- 1.) Have you ever tried Mary Kay Products/Do you have a Mary Kay Consultant?
- 2.) What do you wash your with?
- 3.) Would you consider your skin to be normal, dry, combination, or oily?
- 4.) What is one thing you'd love to change about your skin? (lines, pores, dry, oily, circles under eyes, etc.)

Great, I have just the thing for that. (i.e. The Firming Eye Cream will be great). I will definitely bring that product with me when I come, so you can try it!

So, I can be prepared for everyone when I come... you can just text me the name and numbers of the of girlfriends/family members who will be joining you. So, whoever else you can think of that is over-worked and under-pampered, definitely invite them, sound good?

Do you text? Great, I'll text you the date/time of your Pampering Session. (If at Studio—also text her address of Studio). That way you have my number, so you can text me the names & numbers.

Can't wait! We will have so much fun!:)

Have a great day/night. Bye!

Voicemails—(Leaving Voicemail Messages is Optional)

Hi, this message is for _____. This is _____ with Mary Kay Cosmetics and I'm calling regarding a drawing you entered at _____.

I am calling to let you know you are one of the winners, congratulations!

Just call me back as soon as you can so that I can arrange to get the winnings to you! Again, my name is Melanie and you can reach me at my home office at _____ between the hours of ____ & _____. If I am not in my office, just leave me a message the best time to get back with you, and I'll be sure to do that! Again, CONGRATULATIONS, and I look forward to hearing from you!