

Hi _____. My name is Terri and I am a friend of _____(person who referred her). Am I catching you at a bad time? Great! Well (person who referred her) is a great friend and customer of mine that has enjoyed the products and benefits from a facial with Mary Kay. I asked her if she knew anyone who is over worked, over tired, over stressed and under pampered and do you know whose name she gave me? So the reason why I am calling is to find a time to pamper you because you obviously deserve it!

Here is how it works, I can come to your home or you are welcome to come to my MK studio for your pampering session. You will also be getting a \$10 gift certificate too! Isn't that great? Would a weeknight or weekend work best? GREAT! I'll send you a reminder notice in the mail for your scheduled pampering session. All I need is your address.

Now I have one more question for you? Do you know any women, who are burned out, stressed out, underappreciated, and under pampered? Great! They can receive a wonderful facial pampering session to along with you for free as well. PLUS it's always more fun to share with your friends...wouldn't you agree?

I will make this soooo easy for you. I will put a super cute invitation in the mail to everyone you want to invite that will look like it came from you! All I need from you is the name, address and phone number of the girlfriends you would like to invite and I will do the rest. You can put that information in an email to me or I can give you a call back tomorrow for the information, which works best for you?