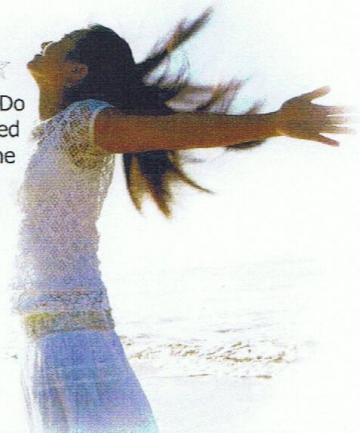


A Proven Script for Five New Recruits

- ☞ First: List 30 names of women - start with customer profiles
- ☞ 15 will agree to listen
- ☞ 5 should join

Here's the script to use: "Hi this is ___ with Mary Kay Cosmetics. Do you have a minute? I'm really excited because I've been challenged to share Mary Kay career information with ___ sharp women in the next ___ weeks. I thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I appreciate your time."



☞ My List of 30 Sharp Women

Name	Name	Name	Name	Name	Name
Phone	Phone	Phone	Phone	Phone	Phone
Name	Name	Name	Name	Name	Name
Phone	Phone	Phone	Phone	Phone	Phone
Name	Name	Name	Name	Name	Name
Phone	Phone	Phone	Phone	Phone	Phone
Name	Name	Name	Name	Name	Name
Phone	Phone	Phone	Phone	Phone	Phone
Name	Name	Name	Name	Name	Name
Phone	Phone	Phone	Phone	Phone	Phone