

# *Booking your Road Show.*

Hi Susie-

It's Elizabeth with Mary Kay! I wanted to get it touch with you quick, and let you know about something fun I'm doing this year! Do you have just a quick minute? Great! Well I've decided to be Santa's helper this year! \*pause for giggles. :-) I've decorated my 'Sleigh', I've filled it with beautiful gifts from Mary Kay, and I'm coming to your town, spreading Christmas Cheer! I know its sounds crazy! \*giggle\* But its so fun! And you just have to see it! I bring the Christmas shopping to YOU! I even have Spiced Hot Cider, and cookies to enjoy while you shop!

I have gifts for everyone on your List! Ranging from \$10, to \$50!

Sounds fun right? I'm booking appointments in (her/his town) and I'd Love to get you on my list! Would **Tuesday Dec 6th** work for you?

\*I can come to your Home, or Work. Which would be better for you?

\*Home? Great! Will 1:00 work for you? Great! Now Susie, who do you know that might enjoy shopping from my Mary Kay Sleigh? Friends from Church? Great! I'd love to give you something special! If you invite your friends to come shop on Tuesday at 1:00 while I'm at your house....you'll get free products! How's that sound? Great! Tell them all about it! And I'll check back in with you a few days before. I'm excited to see you!

(explain Hostess Credit if needed. Some people don't need all the details, they just hear FREE and they get excited! )

\*Work? Great! Will 2:00 work for you? Great! Now Susie, who of your Co-workers would want to come out & shop also? Don't forget the Men! They need ALL the help they can get!

Wonderful! Would you do me a favor, and let them know that I'll be

coming on Tuesday? And also just maybe let your boss know that I'll be hanging out in the parking lot for about 15 to 20 mins? I promise I'm super respectful, and wont stay to long. Great!

Thanks so much! See you Tuesday!

## *Happy Booking!*