

**What to say to your new consultant to begin sharing the opportunity:**

**“Our very first assignment is that you are going to think of 3 woman in your life who you most admire and I want you to write their names down right now, write them down. Then I am going to set up appointments with those 3 women and we’re going to share the Mary Kay marketing plan information with them. Then, I’m going to ask them some questions, they’re going to ask me some questions. This is your first assignment for training. So think of three woman you most admire and write two adjectives next to their names as to why you admire them the most. What is it about each one of them that you admire the most? So if I call them I’m going to say....”**

**Script to the friend to scheduling marketing plan:**

**“(person you are calling) this is (your name) and you don’t know me but (name of consultant) is a friend of yours and a friend of mine and she has just started her very own business. She is owning her very own business with Mary Kay. And, her very first assignment is to select three women she most admires in her life and I have been assigned to her success and since I have been assigned, this is what we are going to do. I asked her to think of three woman and she thought of you as one of those women. Would you like to know why she admires you the most? This is what she told me.....”**

**“As her friend will you sit down with \_\_\_\_\_ and myself in the next 48hours for an hour to listen to our marketing plan as a training session for her?”**

**To be said at sit down:**

**I am sharing this information with you as training for \_\_\_\_\_ and we would be ecstatic if you would get excited about this and think this is something for you but if its not its beneficial for her for you to understand why she is looking forward to this.”**