

2 Texting scripts..... First is Tina Frantz. Second is April Hutchinsons.

Referrals

*Tina Frantz script:
Number 1*

Hey sarah?

(Wait)

Hi :) this is Tina frantz! I'm friends with Allison Donisi! She is helping me with a fun project and gave me your name:)

Wait

I got together with her and her work friends the other day because she is helping me with my 100 facials challenge and she picked you as one of her nicest friends that may help me since I don't know 100 people. We had so much fun:) it's free super quick and you get a gift just for helping me :) any chance you would be willing to help out?

Does a quick phone call work or do you prefer text?

Ps here is a picture of us to show you that I'm a real person not a robot 🤪

Script 2

Hey Sarah:) this is Tina, Alison's friend 😊 just wanted to check back with you about borrowing your face for a gift :) 😊 I would love your help if you wouldn't mind :) I also know how busy life can be so ill check back in a few days if I don't hear back from ya! ❤️

Script 3

Hey sarah :) just a quick follow up to see if you would be willing to lend me your face for my portfolio:) I'll hook you up with your favorite product free for helping me :) let me know if you can or I'll check back in a month or so since I know how busy life can be :) 🤪

New consultant

Hey Jessie , I have a quickly question for ya?

(Wait)

I started my own business with mary kay and I'm supposed to practice in thirty faces In The next thirty days, I'm excited and kinda nervous, any chance I could borrow your face in the next few days ? I promise I'll give it back and a free gift will go with it for your help:) whatcha think 🙏?

Script 2

Hey Jessie just a quick follow up from my text a few days ago, would you be willing to help me out? I have a gift with your name on it? I haven't hit my thirty just yet 😬. If I don't hear back from you I'll shoot you a text in a few days to follow up 🙏

Script 3

Hey Jessie , so just wanted to check in again regarding helping me with my practice faces :) let me know you are getting my texts:) if you not interested in helping it's totally fine :) just let me know or I'll check back in a month or so when things aren't so busy:) 🙏❤️

Seasoned consultant with customers

Hey Janie! Great news! I have selected ten sharp fun women to receive an ultimate pink package and \$25 gift cards and I've selected you! Yes you! Call me or text me asap and I will fill you in on details:) it's quick free and totally worth it:) if I don't hear from you I'll follow up in three days :) 🎁

Script 2

Hi it's Tina again 🎁 just wanted to follow up with you regarding your ultimate pink package :) I have an awesome gift and free product waiting for you! Please connect with me when you can! I know you life gets busy sometimes so I will follow up in a couple days if I don't hear from you



3

Hey Jessie, following up one last time regarding your package and gift, if I don't hear back from you I will follow up in a couple months 🕒 📅 🙏 or you can gift it to a loved one:) let me know 😊

I always Slydial first, then text with a shortened version

With I left you a vm with a quick question, let me know when you get it 👍

Hope this scripts help you book a zillion parties!

Tina Frantz

April Hutchinsons script :

Ashlee! This is April Hutchinson with Mary Kay. I know you don't know me ! I'm reaching out because I know your friend <Candice > & she was able to give away a gift to a friend when we

we together last weekend & she chose YOU as someone in her life that deserves some extra pampering - so she gave you a free pampering session as a gift from her with a \$25 gift card!

After they respond with something like "cool that's great! What is it??" Or something similar ... Then I send this:

I know she's sweet!! We had a blast at her session <last weekend>! I can send you the details if that's cool?

They typically say "sure!" And I send this:

The pampering is a skin care treatment, satin hand treatment & an eye and lip treatment & a \$25 gift card you can use during the session! Would you prefer a weekday or weekend < (or sat or Monday Just give TWO of your options !!) >

Then set the date!! I ask for her email address and send a confirmation email right away. And to turn it into a group - for a referral I offer an extra \$30 gift card if she has 3 people join her for the session ... That text is like this AFTER I have her date booked:

Also there's a special if you want to take advantage of it!! You can upgrade from a \$25 gift card to a \$55 gift card just for sharing your session with 3 friends!! Would you be interested in doing that?

(When she says yes! I ask her who she's thinking so I can put them down too for the session, and I also check back in the VERY next day with her to confirm and see who's coming