

These are dialogues for March Madness 150 innerviews, 150 items sold Challenge and Model Portfolios.

150 Innerview opportunity analysis dialogue

Hi _____ this is _____ with Mary Kay, I'm so excited about my business! Do you have a minute? How would you like to get a free lip gloss and your name in a drawing for \$150 of free Mary Kay? My unit is conducting an opportunity analysis in March & our Director has asked us to get opinions of 150 people. My part is ladies & I would like you to be one. It takes 20-30 minutes, preferably in person, & then you'll get a lip gloss & your name in the drawing when my Director follows-up with you. This is what I have available, we have get togethers in March for customers (tell her the dates), you can be one of my March portfolio models, or we can meet for coffee or lunch at these times. What works for you.

150 Items Sold Challenge Dialogue

Hi _____ this is _____ with Mary Kay, I'm so excited about my business! Do you have a minute? My Director gave me a challenge to sell 150 items in March for March Madness.

You told me you needed some things OR

You haven't seen or products in a while OR

I'd love for you to look over the Look Book & see what you need OR

I'd love to come by and show you products. When can we get together?

For every item you order your name goes in a drawing to get 1 item free!

(You can also tell them you're doing the 24/24/24 challenge & use this dialogue to sell items)

March Madness Portfolios

Hi _____ this is _____ with Mary Kay, I'm so excited about my business! Do you have a minute? It's March and I'm so excited about our Portfolios. Our unit is doing before & after portfolios on Tuesdays, and 1 Saturday this month, and I'm setting up individual appointments too. I want you in my portfolio. When would be best for you? These are the times I have open.