

## Script for calling Fishbowl leads

“Hello! This is \_\_\_\_\_ with Mary Kay! I am calling because you entered to win a free pedicure at \_\_\_\_\_ salon and you were also eligible for a complimentary make over! Well, I am so excited because you were one of the ladies selected for the complimentary make over this week to be shared with 2 of your closest friends, isn't that exciting? Your make over includes a skincare facial, a satin hands and satin lips treatment as well as a light color look.

I am calling to find out when would be good time for us to get together for your make over, a weekend or a weeknight? And by the way, remember that your make over is completely complimentary and if you do have a friend join you, you will receive \$10 worth of free product per friend! Thank you again for holding the appointment on the date scheduled and I will look forward to seeing you on \_\_\_\_\_ at \_\_\_\_\_.”

Tentatively book it and follow up with a postcard and/or e-mail.