Fab 5 in 5
5 minute appointments sharing your 5 favorite products

1. Pick your 5 favorite MK products

    ➡ Suggested products: Oil Free Eye Makeup Remover, Hydrogel Eye Patches, Skin Care
    (Miracle Set or Repair), Charcoal Mask, Microdermabrasion Plus Set or SEASONAL products.
    For a new client I will do: (adjust depending on what she is already on):

    > 1-Repair Skin Care
    > 2-SPF 30 Mineral Sunscreen + 3 spring lotions
    > 3-Pedicure Set
    > 4-Microdermabrasion
    > 5-Hydrogel Eye Patches

    ➡ Go to www.marykayintouch.com ordering for a pdf of each one

    ➡ Highlight a few of the things you want to say in your 5 minute presentation.

2. Begin booking appointments: TEXT out to 100 to book 10 FAST via project broadcast or 1
   on 1 text (never a group):
   EVERYONE says yes on Friday (my affirmation):
   Message 1 to send to 100

    ➡ Happy FRI-YAY! May I borrow you for 5 minutes (either in person or virtually) sometime in the
    next week? I've got several new MK products I need to get 60 opinions of in honor of our MK 60th
    Anniversary challenge…I promise to make it worth your time! Whatcha think?

    or

    ➡ Hi,___!!!! It's! I am in a contest to show 5 of my favorite things in 5 min virtual or in person to
    30+ of my customers by _____. I will be timing it…what day this week could you spare 5 minutes
    to help a girl out?
    Message 2 to send 2 days later to anyone who has not responded:
    Happy SUN-YAY, Linda! I know you're super busy, but wanted to make sure to include you!!! May I
    borrow you for 5 minutes (either in person or virtually) sometime in the next week? I really want to finish
    MK 60th 🏆 Anniversary challenge ⬆️ (see above text)….I promise to make it worth your time!!! ☝️
    Can ya help a girl out 🙂?
    Message 3 to send 2 days after that to anyone who has not responded:
    Hey, there! Totally don't want to bother you, but just wanted to see if you got my messages and wanna be
    one of my 60 for the challenge! If not, no worries, just let me know. Have a wonderful week and thanks for
    getting back to me either way!

3. Once she says yes …

    ➡ Would you prefer (in person or Zoom/Google Meet/Facetime/Facebook Messenger Video, etc)?

    ➡ Find a day/time that works for both of you. Ask them, "I have_____or_____ available. Which
works best for you?" Giving 2 options helps you work when you want and helps them make a decision.
Asking "When will it work for you" is too open. ☺

4. Share your 5 favorite products

➡ PRACTICE before you go live in your appointment so you know what you can share in 5 minutes. ☺
SET A TIMER to be respectful of her 5 min.

5. Closing questions…after the 5 minute timer goes off….
  - Out of everything I shared, what were **your** favorites?
  - Are there any that you would like to know more about?

  ➡ **Present your special offers** – **"As a thank you, when you order …you can choose your discount 10-50% off"** (this is a suggested special offer):

    - Any 1 you purchase you get 10% off
    - Any 2 you get 15% off
    - Any 3 or more you get 20% off
    - PLUS if you take a minute and text me back with 5 of your favorite friends/family member's name and cell that you think would love to see my Top 5 you'll get an extra 5% off.
    - AND there is even a 50% off option…(hint/don't share yet)
    - Out of all the specials…1 for 10% off , 2 for 15% off, 3 for 20%off…. and don't forget about the extra 5% or 50%...which (if not all 😉) of the 5 that I shared, would be best for you?

➡ **50% off options:**

   1-When you decide to host a 5 in 5 party with me and at least 5 or more of your friends, you'll get your entire order for 50% off. You'll pay 50% off plus tax/ship now and then when you hold with 5 friends 18 and older/who don't have a consultant, you'll not pay anything additional…if we don't hold it you'll pay the other half at that time. It's super fast – you saw how quick it went today.
   2-I can teach you how to do this… for $10 you can start your own MK side hustle and your booking can be your first 5 in 5. We'll coach you through it all and be eligible to order in bulk for you!

6. Immediately following your appointment send this text: ➡ NAME!!! I almost forgot!! We're doing a $500 cash giveaway this month to one lucky customer who watches this quick video and completes this form. . . I didn't want to leave you out. Please try to get it back to me in the next 24 hours!! Your name is automatically in the drawing when I get it back.

    ➡ Here's the link for the video: https://forms.gle/N5EMohBgSzJ1QiBv8

7. If she's booked her own 5 in 5 Party then you'll want to send this out to everyone she's invited.
    ➡ Text me everyone you want to invite and I'll send a follow up text to let them know how excited I am to help you get free products. I'll even do a give away so they'll want to get on right away.

⇒ Hello＿＿＿＿＿＿＿＿＿I'm＿＿＿＿＿with Mary Kay and I have the privilege to be working with your friend＿＿＿＿ in a FAST AND FUN 5 in 5 party!!! This is going to be the quickest, easiest, and most fun party you have EVER been to!! I'll join you on＿＿＿on DAY OF WEEK night at TIME for 5 minutes and show you my Top 5 FAVORITE Products!!! (Give me about 25 min because I do like to chat with you all!!) Can you spare 5 minutes with me to help ＿＿＿＿＿？ And....you will even get discounts....who can get excited about that??

AFTER reply: How do you know ＿＿＿＿＿ and have you ever used any MK products?

IF IN PERSON:

⇒ Hello＿＿＿＿I'm＿＿＿with Mary Kay and I have the privilege to be working with your friend＿in a FAST AND FUN 5 in 5 party!!! This is going to be the quickest, easiest, and most fun party you have EVER been to!! It will be at＿＿＿＿＿＿＿＿＿＿＿＿＿ @ ＿＿＿＿＿…I will show you my Top 5 FAVORITE Products in 5 minutes !!! (Give me about 25 min because I do like to chat with you all!!) Can you spare 5 minutes with me to help ＿＿＿＿＿？ And....you will even get discounts....who can get excited about that??

After reply: How do you know ＿＿＿＿＿ and have you ever used any MK products?

😘😘🌷 You may want to text a Look Book link:

The Look USA in English will be:	The Look USA in Spanish will be:
vipelnk.com/thelookusa	vipelnk.com/thelookusaSPAN