

Words for Business Debut

Business Debut: Hi _____, do you have a quick minute? Great, I am just double checking to be sure you received the invitation to my Business Debut and to see if you were coming by yourself or bringing a friend or two with you? When I have at least 15 people in attendance, not only will there be door prize drawings for them, but I win a fabulous prize too! Can I count on you?

*If yes...*Great!. I so appreciate your support and can't wait to see you _____(time) on _____(day and date).

If no... Oh, I hate that for you. I will so miss you. But, here is the good news. There is still a way that you can help me launch my business. As part of my training, I need to borrow your face. I promise to give it back softer, smoother and more beautiful. I must complete 30 Facials in my first 30 days. What would work best for you, daytime, evening or weekend? (Set the day and time.) So that I can do a great job for you, may I ask you a few questions about your skin? (Ask her the skin care related questions on her Customer Profile. Add as your last question on the back comments section of the profile,)“If there were one thing about your skin that most frustrates you or you feel you need the most help with, what would it be? (When she is done answering and you are making notes of what she said you say) I have made a note about that and will be sure to cover that for you. Now, I have one more question for you. If you fall in love with how great your face looks and feels, would you rather receive those products by purchasing them at full retail, getting them at a discount or receiving them for FREE? (She will 99.9% of the time say FREE and you say) I thought you would say that. Let's brainstorm on who you know that is fun, takes pride in her appearance and is someone you know you can count on? (Help her brainstorm right then. When you have 10-12 on the list, explain to her your hostess credit and set a date and time within 48 hours to get the names and phone numbers of those she has confirmed.)

