

INTENTIONAL RECRUITING FOLLOW-UP SCRIPTS

VOICEMAIL 1:

Hey _____! It's _____ I'm just calling because I **so want** to have an intentional conversation with you about Mary Kay. I know you've already talked to (OR WILL BE TALKING TO) Mary and you're already entered in the drawing for the \$500 Cash and I hope you win because then I win! But I would like to talk to you because I haven't yet shared with you how I believe Mary Kay could impact your life. Please call me back ASAP otherwise I will follow up with you in a few days.

TEXT 1: I just left you a voicemail earlier today and wanted to make sure you got it! If I don't hear back from you I WILL follow up! (emoticons)

VOICEMAIL 2:

Hi _____! It's _____ again! Just wanted to follow up with you on Mary Kay! I promise I won't take much of your time and I'm looking to connecting live! Call me back or let me know a good time to reach you. I know you're super busy, so I will follow up again in a few days!

TEXT 2:

Hi _____ Left you a message earlier today. I didn't hear back from you & I just need a few minutes to chat because of a limited time offer right now. I can't wait to fill you in on the details.

VOICEMAIL 3:

Hey _____ It's _____ again following up one last time! I've probably freaked you out with my passion and I didn't mean to keep you from calling me back but I would just like to connect with you live. Either call me back at _____ or I'll assume you think I'm a crazy lady and you don't want to talk to me!

TEXT 3:

Hi _____ it's _____ trying one last time to reach you. Please call or text me today to chat. If I don't hear back from you, I will assume I freaked you out and you don't want to hear the details. But thanks again for being such a great customer!