

Virtual Scripting (Post appt)

IMMEDIATELY FOLLOWING THE EVENT IF POSSIBLE!

IF YOU DON'T KNOW IF THEY JOINED: (SOMETIMES I DON'T) THEN I SIMPLY SEND A TEXT THAT SAYS... WERE YOU ABLE TO JOIN THE BEAUTY EXPERIENCE TONIGHT?

IF THEY JOINED: LOVED HAVING YOU ON TONIGHT! WHAT WAS YOUR FAVORITE STEP TONIGHT?
(LET THEM ANSWER)

WOULD YOU LIKE TO TREAT YOURSELF TO A SET OR DID YOU HAVE SOMETHING ELSE IN MIND?
(LET THEM ANSWER)

SEND ME THE NAMES AND PHONE NUMBERS FOR YOUR 2 GIRLS WE ARE GIFTING THE SESSION TO DON'T WANT TO MISS THEM!!

AND LASTLY DO YOU WANT TO BE A PART OF MY REWARDS PROGRAM?
(I ATTACH THE CLOSING SHEET AND THE E CATALOG)

NEXT DAY

WANTED TO MAKE SURE YOU GOT MY MESSAGE LAST NIGHT!! CAN'T WAIT TO GET YOUR FEEDBACK! – EMILY

NEXT DAY

HEY!! CHECKING IN ON YOU. I BET YOUR FACE STILL FEELS AMAZING! I'VE ATTACHED THE ORDER OF APPLICATION OF WHAT WE DID AS A REMINDER. WOULD LOVE TO GET YOUR FEEDBACK! CAN'T WAIT! – EMILY

-----SKIP A DAY!!-----

NEXT DAY (5TH DAY FROM START)

WOULD LOVE TO CHAT/TEXT TODAY SO WE CAN KEEP YOUR FACE FEELING AMAZING!! ANXIOUS TO GET YOUR FEEDBACK ON THE PRODUCTS YOU LOVED. ALSO WANT TO GIFT YOUR 2 SESSIONS TO WOMEN WHO MAY LOVE IT AS WELL. – EMILY(HEART EMOJI)

NEXT DAY (6TH DAY AND FINAL TEXT)

SO GLAD YOU WERE ABLE TO EXPERIENCE THE BEAUTY EXPERIENCE AND I HOPE IT WAS A FUN NIGHT FOR YOU (PARTY HAT). YOU SHOULD TOTALLY JOIN MY REWARDS CLUB. YOU JUST WATCH A 2 MIN VIDEO AND FILL OUT THE SURVEY. IT TAKES MOST PEOPLE UNDER 5 MIN AND YOU GET \$350 WORTH OF SAVINGS! WANT THE LINK? – EMILY(LIPSTICK)

Virtual Scripting (Post appt) cont.

THEY SAID YES I WANT TO PURCHASE!

DID YOU WANT TO GET IT ALL OR DID YOU HAVE SOMETHING ELSE IN MIND?

IF SHE PICKS OUT 1 OR 2 PRODUCTS I WOULD ASK THE FOLLOWING QUESTIONS...

WHAT RESULTS DO YOU WANT TO EXPERIENCE FROM THIS PRODUCT/S?

(LET THEM ANSWER)

ARE YOU USING A BASIC SKIN CARE REGIMEN DAILY?

(LET THEM ANSWER)

DO YOU SEE THE BENEFITS OF A DAILY REGIMEN? (KEEP IN MIND OUR JOB IS TO HELP THEM GET THE MOST OUT OF THE PRODUCTS THEY PURCHASE. THE ONLY WAY TO DO THIS IS TO UNDERSTAND WHAT RESULTS THEY WANT TO EXPERIENCE SO THAT WE RECOMMEND THE RIGHT PRODUCT/S.)

MAKE SURE YOU HAVE HER 2 REFERRALS CONTACT INFORMATION. IF SHE HASN'T GIVEN THEM TO YOU ASK HER THE FOLLOWING QUESTION...

I WANT TO MAKE SURE I GET THE 2 WOMEN YOU WOULD LOVE TO TREAT TO A BEAUTY EXPERIENCE...WHAT 2 FRIENDS WOULD ENJOY/DESERVE IT THE MOST?

FINAL QUESTION...

I HAVE ONE MORE QUESTION...YOU SHOULD TOTALLY JOIN MY REWARDS CLUB. YOU JUST WATCH A 2 MIN VIDEO AND FILL OUT THE SURVEY. IT TAKES MOST PEOPLE UNDER 5 MIN AND YOU GET \$350 WORTH OF SAVINGS! WANT THE LINK? – EMILY(LIPSTICK)