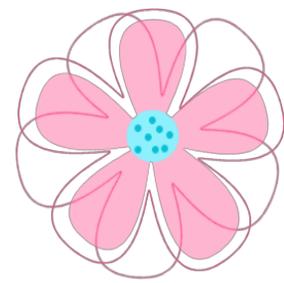


# SCRIPT

for

## TRADESHOW BALLOTS



Hey.... Brittany this is Christina, I met you at the bridal show a few weeks back... **(Pause)** how are you? I was at the Arbonne booth, *(sometimes I say do u remember me lol, just to break the ice)* you had put your name in for 100 in FREE PRODUCT at your mini spa **day** ... we drew a few names and yours was one of them. YAY! *(Let her be excited)* So what that means is you have 3-5 gf's and we'll do mini facials and scrubs, you girls can play with all the products and you get 100 FREE... **(Pause)** how does that sound? *(Usually thy will be like oh yay)*... do you have your calendar with u? We can pick a date tentatively and you can invite your girlfriends? **(Pick a date)** does a weekday or weekend work better for you? **(Do not say when is good for u)** Now your date is picked you say... ok Brittany in going to send you a package on what to expect at your party what's your email or should I mail it to you? .. Awesome Brittany also, I'm going to drop off a sample basket of full size products for u to try for a few days b4 Ur party, how does that sound? *(depending when her party is)* ok Brittany I'm super excited we are going to have so much fun, I will be in touch next week or so to make sure you got my email *(again depending when her party is)* sound good? Ok Brittany have a super day, we'll talk soon... **\*\* Don't forget to get their address so you know where to drop off pamper basket or mail samples if they live farther away.**

You want to have continual touches so she doesn't forget and stays excited...

So in a week *(if her party's booked 2 or more week away)* call her and see if she got your email or mail package, then remind her again you are going to drop a basket off to her, now ask her if she has any skin allergies or sensitivity etc. ... now make an appointment to drop it off about 4 days b4 the party, even if it's still a week or 2 away, ok your appointments made now call her or text a day b4 to remind her you are dropping it off, drop it off go thru it with her, and then say... I will call you Thurs *(or whatever the day b4 her party is)* just confirm how many girls we have so I can bring enough face clothes etc. Sound good?

Now if the girl says ... I want to check with my gf's and see what date works... I say ... I totally understand Brittany but my calendar gets booked up quick and I want to make sure I have a spot for you so why don't we pick a date tentatively and if we have to move it no problem.... how does that sound? ..

Ok so leaving a message I say...

Hi Brittany this is Christina, I met you at the bridal show a few weeks back you had put your name in to win 100 in FREE product at your mini spa night, we picked a couple names and yours was one of them. . Yay... so that means you have 3-5 gf's over, we'll do mini facials and scrubs, super fun casual night, and **you get that** 100 FREE.. Here's my # ..... give me a shout back and we'll book a date... chat soon!

**Super simple and sound excited!!!**

**Honestly read it word for word... it works...**

