

Booking Script Outline

- I. Introduce yourself
 - a. "Hi my name is _____! How are you?"
- II. Value their time
 - a. "Do you have a quick second?"
- III. State your goal
 - a. _____

- IV. Go in for the kill & tell her what's in it for her!
 - a. "Is there any reason you wouldn't want to have a few friends/family over for facials/pampering/etc. to help me accomplish this goal?!?"
 - b. "I will make it so worth your while! You can earn up to \$100 in FREE product for having some girlfriends over!"
- V. Offer dates & times
 - a. "I do my appointments on Tuesdays, Thursdays & Saturdays. What day will work best for you?"
- VI. Book the appointment and tell her when you will call back for the guest list!