

## Team Building After the Appointment

**To Book someone for a coffee date with your recruiter or director:**

**To book someone for a Wednesday Night Call:**

*Hi Melissa! This is random but I am in need of 3 volunteers to listen in on a Mary Kay informational call tonight from 8:30-9. You can dial in from your cellphone. Any chance you can listen in?! I will give you any Mary Kay item at half off for helping me!*

**To book someone for a coffee date to hear more about the Mary Kay Opportunity:**

*Hey question for you... I meet with 3 women a week over coffee to practice sharing Mary Kay's company info. That keeps me on track for my free Mary Kay car! Would you be free for like 20 minutes sometime tomorrow or next week sometime to meet with me & my director? Coffee is my treat and I will bring you a little gift!*

**To book someone for a coffee date that you thought was super cool (send within 1-15 hours of meeting her):**

*Hey Sarah! So great to meet you today...Okay, you're like hysterical and I loved the story about your car. Crack me up! I would kick myself if I didn't invite you to coffee to hear more about a Mary Kay business for yourself ... Even if it's not for you, it would be fun to get coffee together and chat for a little bit. What do you think? Coffee is my treat and you can even get one of those fun drinks with whipped cream on top! Let me know! 😊 Chelsi*