

## Booking Script for New Consultants



Contact those on your Name List and invite them to have a Show with you. When making your booking calls, be enthusiastic. People will catch your excitement. Here are some key points you'll want to cover in your call. Personalize and make the script genuinely your own. The more you practice, the more natural it will feel.

- Hi Mary, "I'm so excited, I had to call you! I just started working with a new line of skin care products called L'BRI PURE n' NATURAL. It's an aloe vera based skin care line that actually nourishes your skin from the inside out! These products are truly incredible, and women are raving about the results they've experienced from using them. (Briefly share your feelings about the products.)"
- One part of my new job that I love is - I get to give away L'BRI products to women who invite me and a few of their friends over. As a Hostess you can receive an exciting shopping spree and get free and discounted products of your choice. Anything in the catalog!"
- My goal is to hold 6 Shows during my training period and you were one of the first I wanted to contact. I'd be really comfortable doing one of my first Shows with you. You'll love these products, and I'd love to give you the opportunity to receive some for free!
- Let me tell you what we do at a L'BRI Show:
  - As a L'BRI Hostess you receive the "star" treatment by getting a relaxing and pampering L'BRI facial and makeover.
  - I'll share how using L'BRI's natural-based skin care actually benefits your skin compared to the chemically-based products that most people currently use; and how you and your guests can slow down the aging process of your skin. I know that sounds incredible, but it's absolutely true!
  - Then, everyone will get to learn about L'BRI's incredible Facial Masque – it's a face-lift in a bottle! In one ten-minute application - well - your friends will go absolutely crazy when they see the results!
  - The presentation only takes about an hour and it's so much fun! Spending time with your friends and being pampered... doesn't that sound great?
- Best of all, as a L'BRI Hostess all you have to do is invite your guests. I send out the invitations for you and present the Show. And, you can collect orders all over the country. Anything your guests order is delivered right to their homes!
- These are the dates I have available. Which one works best for you?

**IMPORTANT NOTE:** Your future Hostess will have greater success inviting her guests if she has tried and loves the L'BRI product. Be sure to invite her to one of the presentations at your home or offer to give her a private mini facial or samples so she can experience the wonderful effects of L'BRI.

