

# WOWing Follow-up Phone Calls

**For the most successful results it's best to follow-up within 48 hours**

"Hi \_\_\_\_\_, my name is \_\_\_\_\_ and I met you at \_\_\_\_\_ ...

I gave you the free Beauty Book, with the lip color that doesn't come off.

I promised I'd call you back and I'm excited to tell you that you won one of my drawings for a free \_\_\_\_\_\* (gift\*, makeover, etc).

I'd love to schedule a time to come by and give you your free gift\*

- or - for your free makeover

- or - \_\_\_\_\_ .

When I come by, if you'd like to invite a couple of your friends to come over and 'play make-up' too, you could qualify for more free gifts!

(Close) I'm available \_\_\_\_\_, or is a \_\_\_\_\_ better for you?

(mornings)

(evening)

(weeknights)

(weekend)

If "No" response, try to handle their objections and/or ask for referrals (see Demo Booking Conversation script).

## NOTES:

- Every lead can be a winner.
- Free Drawing Gifts\* can be Bath Salts samples, Skincare Samples, Makeovers, etc.