

Great Follow-Up Booking Script

By Amy Hanifl

I rewrote a script with my own words to call referrals from my classes. I used it today with the time I put aside to call my leads that were referrals from the summer appointments I have done. I had time to call six leads in which wasn't a lot but all six of them set up classes. I had left a few messages too and they called me back immediately. All six that I called set up classes for next week and the week after that so they will all be held in August. I was going to type this up to put on my unit net site so I thought others would be inspired to use it if they wanted to book their own classes from referrals they have gotten. So I thought I would share with everyone since it worked so well for me today. Jennifer Beisek's script is great too!!!

Hello _____, my name is _____, you don't know me but your friend/family member gave me your name and number as someone she thought deserved either a spa pampering session or a Facial/Glamour makeover with me. She received one last week (or whenever) and she thought of you right away when I asked her if she knew of anyone else that deserved an appointment that she had received from me that day. Therefore, since she did refer you to me, what you will receive is a spa pampering session or a Facial/Glamour Makeover session (your choice) for you and up to 3-5 of your best girl friends. Everyone will receive a gift bag and you will receive a gift certificate at the end of the appointment if you would like to do some shopping. As a thank you to _____, she will receive a glamour item of her choice after we get together for your appointment as well. What works best for you daytime or evening?? Share availability and also I did make sure to ask if she had ever tried MK before or not too obviously.

It is a cross between Jennifer's and Wendy's booking scripts. Thanks again Jeanne. You can decide if you would like to pass it on. It worked great for me today. They gave me their friends names and numbers on the spot for me to call and invite them as well. Hope others have great success with it too.

Thanks, Amy Hanifl