

Verbiage for Inviting to Ultimate Facial

Keep in mind that this is just a guideline...you'll want to tweak it to fit your personality

“Hi ____! This is Hostess Name calling. Do you have a quick minute? Great! Well, the reason I'm calling is that I am hosting an Arbonne Ultimate Facial at my house on ____ and I'd LOVE to have you join us! My friend, Arbonne Consultant Name, will be walking us through the facial. This exact facial is being done in high-end spas for around \$150 and we'll get to experience it for free! We'll be doing an exfoliation treatment, a micropeel, and a deep cleansing or an intense hydration treatment!

I'll serve some wine and light snacks too. It's going to be a lot of fun and I'd love for you to come! Can you make it?”

When they say “Yes”, say, “Great! I only have 5-6 spots for the facial and I really want to avoid last minute cancellations, so can I count on you as a definite yes? You're welcome to bring a friend too, just let me know so I can reserve two seats for you.”

If they say Maybe, say, “No problem. I will need my final count by ____, so when's a good time to call you to see if it does work with your schedule?”

If they can't come, say, “No problem. I'd love for Consultant Name to give you a sample to try. Would it be ok if she gave you a call to drop you a sample of the anti-aging line, or to see if you might be interested in sampling their all-natural wellness products?”

If they say No to that, say, “That's totally fine. If you'd like, I can still add your name to the email invitation. When you respond “no”, you will be directed to the website and you can check out the products online and place an order if you see something you'd like. Is it ok if we send you the email invitation?”

Remember...not everybody you call will be able to attend, but everybody who does attend will be people you've called.