

Script for Scheduling Ultimate Facials

Use your 7-Step Telephone Process from Patrice Matteson

Hi, _____, this is Bonnie Erickson calling. (pause)

If you recall, we met at _____. (pause)

Did I catch you at a good time? or Do you have a minute? (pause)

_____, the reason that I am calling is that I have started something new with my business that I am so excited about. I am giving people an Ultimate Facial. You're probably wondering what an Ultimate Facial is. You receive a cleansing treatment, an exfoliation treatment, a hydration treatment and then we moisturize your skin. It takes about 40 minutes and you will absolutely feel a difference in your skin when we are finished.

I have openings earlier or later next week. What would work better for you? (wait for response, after they respond give them two day options) Great I have _____ or _____ open. Which one of those days would be better? (set a time)

Great, if you would like to invite a friend or two to experience this with you, it doesn't take me any more time than if it is just the two of us.

_____, I look forward to meeting with you on _____. You are absolutely going to love this.

If there is an objection then follow with: I understand. Before I go, may I ask you one quick question?

(Go to the checkmate questions and then checkmate close.)