

Getting a Booking when Your Client Calls for Phone/ Reorder Script

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Your client calls to reorder her products and may say:

“Hi Nancy, this is Sue Smith, I need to reorder my TimeWise cleanser today . .”

You might say:

“Hi Sue, thanks for calling ~how are you and your family doing/ or how was your vacation?”

I like to talk personal first.

Then, I might say:

“Would you like to buy your TW Cleanser today, or get it for free, like my other clients are doing right now”?

Wait until she responds. Usually, they will say ‘well, how do I get it for free?’

“My other clients are getting together with 2-3 friends in the next 1-3 weeks for me to pamper them with our new products and skin care with color tips for fall season change (or whatever season it is). Is there any reason why we couldn’t get together in the next 1-3 weeks so you can receive your cleanser for free as my ‘thank you’ gift along with the \$20 in hostess credit when 2-3 friends join you at no obligation. Which would be better for you, this week or next, morning, afternoon or evening?”

Generally, they will book. Yippieee!!

If she doesn’t book, you may want to use the other scripts for increasing sales, guest to meeting, referrals or an interview with her.

Enjoy increasing your service, bookings, guests and future!!