

# face mapping<sup>SM</sup> phone script

This customizable phone script is an easy way for you to casually chat with clients and educate them about Face Mapping. If you're cold calling new clients, feel free to do a straight read through. If you're calling return clients, feel free to preface this conversation with a bit of personalization by asking how they are, how they enjoyed their last treatment or how their newest product is working out for them!

Hi, this is (your name here) calling from (your business name.) I'd like to invite you in for a Face Mapping – the zone-by-zone skin analysis that prescribes the right products for the right results.

Face Mapping is free and takes only 15 minutes. And, when we're done, you'll receive free samples of the products prescribed by your Face Mapping skin analysis, so you can try the products prescribed especially for you and your skin's needs!

*\*\*\*\*If a client states they have already been Face Mapped, try this approach:*

The needs of your skin change daily, so getting Face Mapped every 4 to 6 weeks will help ensure the products you're using are still on track to providing the best healthy skin results.

We'd love to set you up for your free Face Mapping. You can stop by anytime, or we can set up an appointment for a time that works best for you.

## **Upon booking, wrap up your conversation:**

Thank you so much for your time. I have you scheduled for (date and time), and look forward to seeing you soon!

## **Have someone who is hesitant to book today? Try this approach:**

If you didn't want to schedule something immediately, I would be happy to help set an appointment up whenever you're ready. Again, my name is (your name), and I work at (your business name), and I can be reached at this number (your phone number including area code).

## **Can't reach your client? This script can also be left on a voice mail or answering machine:**

Hi, this is (your name here) calling from (your business name.) I'd like to invite you in for a Face Mapping – the zone-by-zone skin analysis that prescribes the right products for the right results.

Face Mapping is free and takes only 15 minutes. And, when we're done, you'll receive free samples of the products prescribed by your Face Mapping skin analysis, so you can try the products prescribed especially for you and your skin's needs! Already been Face Mapped? Visit us again for a check up, because the needs of your skin change daily!

We'd love to set you up for your free Face Mapping. You can stop by anytime, or feel free to call back and we can set up an appointment for a time that works best for you. Again, this is (your name here) and I can be reached at (say phone number, including area code, here).