

Customer Follow Up Texts After You Give Someone A Facial or Makeover

How I FOLLOW UP after I meet someone using TEXT messages the same day, a few days later, a month later, quarterly and on and on!

How I keep CLIENTS for life! VIP CLIENTS!

Here's My Magic Customer Follow Up Scripts

Same Day Thank You Text:

*Hi **Client Name**! It was so great to meet you today! I hope your skin feels great! You're an awesome energy and it was super fun to meet you! Loved hearing about your **(Insert Comment Here)** ... xoxo, Chelsi 😊*

2 Days Later:

*Hi **Client Name**! So great to meet you at our Studio. I wanted to check in on your new products? How do you like everything so far? And any questions I can answer? As your personal beauty consultant, anytime you need any products/have any questions, I'm here always by text, phone call or on my website. I also added you to my VIP client list, so you get FREE shipping for life and access to my exclusive sales*
😊 www.marykay.com/chelsijo

4 Days Later:

Hey question for you... I meet with 3 women a week over coffee or dinner to practice sharing Mary Kay's company info. That keeps me on track for my free Mary Kay car! Would you be free for about 20 mins tomorrow or next week sometime to meet with me? Coffee is my treat and I bring you a little gift!

14 Days Later:

Hi client! It's been two weeks you have been using your Mary Kay products and I just wanted to check in! How are you liking everything? Anything you need to adjust with your skin or make up routine? Keep me posted because I really care about you getting the best results. And, you are on my VIP client list, so you get

FREE shipping for life on any future orders 😊 Chelsi Wratchford, Your
www.marykay.com/chelsijo

21 Days Later:

Hi **Client Name**, Okay, super random question... I'm putting together a model portfolio and I need faces for it. Basically, you get a Mary Kay facial and glamour makeover. Then we take before and after photos (which I text you afterwards). Any chance you would want to be a part of it? It's free... I need 100 faces for it! Let me know and I can give you the scoop. 😊 Chelsi

2 Months Later:

Hi **Client Name**! Two months ago I sent you off with some new Mary Kay products to try and I just wanted to follow up to see how things are working out for you? You were on my mind so I wanted to check in! Have a beautiful day. Chelsi Wratchford, Your Mary Kay Beauty Consultant.

Shop Online: www.marykay.com/chelsijo

QUARTERLY Text:

I also invite her via email and text to upcoming Mary Kay events.

Hi Monica! In two weeks we are having a VIP client appreciation event and I wanted to invite you. Basically, you get a chance to win cash and prizes and you'll learn a little bit more about Mary Kay the company. Would you want to come as my special guest? I need to reserve seats in advance. 😊 I can get you more details!

QUARTERLY: CATALOG CHECK:

Once a quarter she hears from me regarding the catalog. (She gets a message from me checking on her and letting her know about the newest catalog that just launched. I mail a Preferred Catalog to anyone who has spent over \$40 with me that year.)

If I mailed her a catalog:

Hi Monica! I mailed you the Mary Kay catalog! Just wanted to make sure you received it and the sample that came inside? I'm having a special sale for my VIP clients who I mail the catalog to, so let me know if you'd like the details!

She says, Yes, the details please?

Okay, so basically, you get 10% of ANYTHING that you want to order out of the catalog. However, if you bring a few friends with you to my studio to try our new summer line, you will receive \$75 worth of Mary Kay for only \$35 as my gift to you. Would you like to come in for facials and makeovers? Would you be great to see you again!

Someone I didn't mail the catalog:

Hi Monica! Mary Kay's new catalog just launched and we have an insane new summer line....light, fresh, and we have a new lip color and eye shadow that I'd love to try on you! Would you want to get together for a new summer look and try them out? It's Chelsi 😊