

This is the wording that I use when I call brides. This is a skeleton of sorts because I add things according to the person and the way the conversation is going...

Hi is _____ there? Hi _____, I am karen camp and I'm calling for _____ do you have just a minute?

The reason I am calling is because _____ offers all of their brides a complimentary pampering session as a "thank you" for using them! Now this is where I come in – I am who gets to pamper you – I love my job!!!

Now remember that this is complimentary and you get to invite your bridal party, mom, mom-to-be, whoever you want to be there with you. We hold these at the Guacamole Grille off of 435 and Holmes – are you familiar with it? Everyone will get free appetizers, a hand treatment, a lip treatment and a color makeover. We use Mary Kay products and just have a great time! Doesn't that sound like fun?!

Are you more available on the weekends or during the week? Great, my next workshops are on _____ at _____ or _____ at _____, which is better for you?

Ok, during this workshop you are going to feel soooo pampered – you're going to love it! Now, I offer a second session which is more of a one on one time with me and you can have someone there like your maid of honor or whoever. I will teach them how to do your make up for the day of your wedding. That way, on that day you can just sit back and relax and let it all be about you – because it is!!! Doesn't that sound great? I usually book that about two weeks out from the wedding or like before your bachelorette party (now it just depends on your schedule, but go ahead and try to get it on the books).

I am so excited for you _____! Now, I have your wedding date to be on _____ is that correct? How many bridesmaids will you be having? What are the colors in your wedding, flowers, the dresses....oh how beautiful!

Let me get your address so that I can send you a reminder postcard with directions on it. I am really looking forward to treating you like a queen _____! I'll talk to you soon.