

I Don't Wear Makeup

That is great _____, because Mary Kay is all about Skin Care and this appointment would not include makeup. I am sure you would love to learn how to care for your skin and feel pampered! So, is there any reason we couldn't pick a date?

I use Lancôme (or Brand X)

That is great _____ and I am glad you use a product line, and I would never try to take you away from your brand. I just need to get your opinion and I would love to know how my system compares to yours. There is no obligation to buy, just enjoy the pampering and offer me your feedback. So what works for you the begging of the week or the end of the week?

Let me Check with my Friends & Get Back to you

_____ you can do that, but what I have found lately is that it is near impossible to co-ordinate with women's busy schedules and makes them all happy. I have been trying to schedule a lunch with my girlfriend for a month and we just can't get on the same page! What I have found works is to pick a date that works for ME and YOU and then you check with your friends, if that date does not work then let me know and we can move it!! So, what works for you the beginning of the week or the end of the week?

I don't have Time

_____ That is the VERY reason why I selected you! I just know that you rarely take the time to spend with your friends in a relaxing, pampering activity. It only takes about an hour and I promise you out of the 168 hours in your week you will LOVE this hour with me. What would work for your busy schedule? During the week or weekend?

I don't have my date book with me

_____ That's ok, why don't we pick a generally "good" day of the week for you then you can check your book and make sure it works. I am sure you have a feel for if the early part of the week is better or the weekend. What would work best generally for you?

I don't know anybody

_____ You only need 3 friends to be in our contest and receive TONS of stuff. I am sure you have: A coworker, relative, neighbor or church member that you could share this with. I am sure you are such a great person you must have acquaintances around you that you want to get to know better and regardless if they come, I want to pamper you. So lets pick a date—the beginning of the week or end of the week?

I don't have any money

_____ That is ok.. Because you don't need any money! First, there is no obligation to purchase I just need your opinion. Second, you are going to receive free products just for sharing your pampering with friends. Third, your name is going in to a drawing for \$200 cash—Which you need! So, what works for you the beginning of the week or the end of the week?

I tried it and I can't Use it I have sensitive skin

When did you try it?

Well _____ you are in luck because last year the entire skin care line was reformulated. All of our products are oil free, fragrance free, non-comedogenic and tested for sensitivity and allergens. I would bet you could try it again and probably would have no problems at all. Is there any reason why we couldn't try the new products?