

OVERCOMING SHARING OBJECTIONS

**BE PLEASANTLY PERSISTENT IN OVERCOMING HER OBJECTIONS.
THE FIRST 2 OR 3 ARE USUALLY FLUFF OBJECTIONS, WHILE THE 3RD OR 4TH ARE THE REAL DEAL.**

TOO BUSY OR DON'T HAVE TIME

What would be a reason that you would want to get started? Could we take a moment & write down your schedule to show you how you can achieve that through a Mary Kay business? [Have her complete a Weekly Plan Sheet & using the average of \$200 retail per party, show her how it can be achieved] Would you like to get started as a new business owner & start working with me today?

DON'T KNOW ENOUGH PEOPLE

Do you know at least one person over 21 with skin? If you can learn how to turn that one person into more customers in Mary Kay, would you be willing to try? Would you like to get started as a new business owner and start working with me today?

NOT THE SALES TYPE OR DON'T WANT TO BE PUSHY

When was the last time you told someone about a great restaurant or movie, etc.? We do the same. We offer suggestions while teaching skin care from a try before you buy and give your opinion approach. If they like it great, if not, we don't pressure them because then they won't like us. If you can learn how to be the genuine you as you ask others, would you be willing to try? Would you like to get started as a new business owner and start working with me today?

DON'T HAVE MONEY

How do you see yourself benefitting from Mary Kay? Could I offer suggestions on how others have purchased their starter kit? Do you have access to a credit card? Who do you know that loves you that would give you the money to get started? Do you have 10 people that would loan you \$10 each? Would you like to get started as a new business owner and start working with me today?

I NEED TO TALK TO MY HUSBAND

I absolutely respect that communication with your husband. First, can I ask that if your husband supported you in the decision, what would your choice be? What would you say to him about starting a Mary Kay business? What do you think your husband might say? Would you like more information to take home and share with him? Would it be okay to setup a call tomorrow after you chat to see what he says or if he has any questions? If he says no we'll keep you as a fabulous customer and if he says yes then we'll show you how to get started and schedule your first training.

I DON'T WEAR MAKEUP

Do you feel taking care of your skin is important? (if she says no, you may not want to recruit her) Would it surprise you to learn that we sell mostly skin care rather than makeup? Would you want to learn how to apply makeup through our training? If you could learn, would you like to get started as a new business owner and start working with me today?

NOT RIGHT NOW, MAYBE LATER, CALL ME BACK, NOT A GOOD TIME

If you were to do Mary Kay what would be your reason? For that reason, would you be willing to give it a try? Would you like to get started as a new business owner and start working with me today?

I KNOW SOMEONE WHO FAILED & DIDN'T MAKE MONEY IN MARY KAY

Have you ever worked with someone who quit their job? Did her quitting keep you from being successful? The same is true in Mary Kay. We each have our own opportunity and what we do depends on us. Plus, we don't fail just decide it's not for us and move forward. If you can learn, would you like to get started as a new business owner and start working with me today?

I'M TOO SHY OR I'M NOT OUTGOING

What do you think are your best qualities or strengths? If I teach you how to work from your qualities and strengths without being someone else, would you like to get started as a new business owner and start working with me today?

I NEED TO PRAY ABOUT IT

May I ask you a question? Have you been praying for something specific either today, this week or this month? Do you feel Mary Kay could be that answer for you? Would you like to get started as a new business owner and start working with me today?

UNWILLING TO SAY YES OR NO AFTER OVERCOMING OBJECTIONS

(Use your heart or intuition here) May I ask you a question? Do you think you may just be scared? What are you scared of? What's the worst thing that could happen to you? And now what's the best thing? Would you be willing to step outside of your comfort zone to get started as a new business owner and start working with me today?