

The 32 nicest people that I know

- P if they are on the product
- * Have the means to begin the business, getting the starter kit and a little product
- Heart are they a leader in other areas of their life

1. _____	18. _____
2. _____	19. _____
3. _____	20. _____
4. _____	21. _____
5. _____	22. _____
6. _____	23. _____
7. _____	24. _____
9. _____	25. _____
10. _____	26. _____
11. _____	27. _____
12. _____	28. _____
13. _____	29. _____
14. _____	30. _____
15. _____	31. _____
16. _____	32. _____

Start with the women who have all 3 symbols.

If they are already your customer call and say:

I just love having you as my customer, and I just want to make sure that I make you a priority, and make you aware of the Mary Kay career opportunity. (It would never be for me) I understand that, you may be right, and this might not be something that you want to pursue, however it would break my heart if I found out that you could have benefited and I didn't even take the time to tell you about it. All we to do is set aside about 20 minutes for me to share with you my marketing presentation, and then you can give me your opinion because I value it so much, of my presentation skills, If there is anything I should add or take away from my my presentation about the marketing plan I would love to know. Would you be willing to do that for me to help me reach my goal this month of 20 presentations of the marketing plan?

If she has another objection"

Understand relate explain Let her know that she is not saying yes or no right now, all she is doing is saying yes or no to listening. If it's for you great, if it's not, I would love for you to be a talent scout. If it's not for you, I am looking for sharp people like you to mentor for positions in Mary Kay.

Women with no P by their name:

Has anyone pampered you with Mary Kay recently? Do you have a consultant that you currently work with? Then I want to make you a priority in my schedule to pamper you and get your opinion of the products. Which is best _____ or _____. It's just as easy for me to pamper several women as it is to pamper one. What friends or relatives would you love to spend time with, that would love to be pampered.

1 in 4 women will say yes to the opportunity!!! How quickly will you interview 32 women about your career? How quickly do you want to be a future director, earning your car? The choice is yours!!!!