

How to overcome objections

1. Do you have a consultant? Yes... GREAT! What is her names? What is your favorite product?
2. The product made me breakout... How long ago was it that you tried the products?? Every year we improve our formula to prevent that.
3. Im allergic to MK... When was the last time you tried it? Every year we improve the formulas, and I have found that women who once where no longer are.
4. Im not a sales person... GREAT!! we don't like sales people in our unit. We are just skin care professionals teaching other women proper skin care techniques. We are and have been the number 1 skin care line for 19 years because the product sales itself.
5. I feel there are to many consultants in Jacksonville already...Not true. I have been so busy that I have not been able to work outside of Jacksonville. With the military bases there are over 8400 new women who come into our town monthly, AND Jacksonville was ranked top 10 growing cities. There are also no territories so you can sale anywhere including friends and family back home.
6. I don't have enough time...Great! There are two types of people Busy, and Lazy. If your a busy person you'll always find something to fill your time, why not MK and make an extra income?
7. I don't use makeup...Great! because the main thing I do is skin care. All women at least wash their face right? Makeup is just the frosting on the cake, but the cake is most important.
8. I'm very nervous...Great! that tells me you are considering the possibilities, and really thinking about it. Where you nervous your first day at a new job? Did they train you to do the work? It's the same in MK, we fully train you to be GREAT!!
9. I don't know many people... That's ok because I can train you to meet new people and the friends you'll gain in this business will be priceless. With our weekly meetings it also gives you a chance to have a night out with the girls, and the best part is it's work, but doesn't feel that way!!
10. I can't afford the kit...
If you can find \$100 and have 10 hours I can show you how to make it \$1000.
If you do have \$100 then you need MK.
Women are find a way make a way, what can you do to earn the money?
Sale some items, have a garage sale, wash 4 friends cars for \$25,
Get inventory financing and use that for the kit as well.