

"I don't wear makeup."

*"I'm a single parent. I
need the security
of a job."*

*"I really don't know
anyone."*

*"I need to talk to my
husband."*

That's exactly why I thought of you! In this career, your finances are not based on someone else's opinion of you, but on your ability to make as much as you want. In this company, you can really determine your own security.

(If she says, "He'll say do whatever you want.")

So when he says, "Do whatever you want," will you be ready to get started, or do you have more questions for me? Great! When will you be able to talk to your husband? (Set a time to call her back.)

If she says, "He won't want me to do it."

May I make a suggestion? Explain to your husband that you would like to purchase a starter kit so that you can begin buying your products wholesale. Then tell him that you are also interested in the business opportunity to make some extra money. So after you buy your kit, you would like for him to come to training with you to get his opinion of the business. At training both of you can hear more and decide how much you want to do with the business end of it. Do you think he will agree with that?

Would you agree we can pretty much get our husbands to let us do whatever we want as long as they know it is important to us?

Do you feel skin care is important? (If she says no, you probably don't want to recruit her!)

Would you be surprised to learn that the majority of your MK income will come from women purchasing skin care and body care, rather than makeup?

Do you know one person that would be a practice face for you? (Brainstorm with her if needed.) If I could teach you how to turn that one person into all the faces you will need, would you be willing to learn?

Do you know that many of our most successful consultants didn't start with people they knew? If I could teach you how to meet people, would you be more excited about a MK business?

*"I don't want to talk to
strangers."*

"I'm not the sales type."

"I don't have the time."

*"I want to give it 100%
and I don't know if I can
right now."*

Would you believe that probably 90% of the women who start MK are not the sales type? If I could teach you how to show this product and let it sell itself, without being pushy, would you feel better about doing it?

Do you believe that women love to take care of their skin with great products? If I could teach you how to help them do that, rather than try to sell them something, would you feel better about owning a MK business?

If I could teach you to help women with their skin and then just let them shop, rather than trying to sell them something, would you feel more confident about MK?

When you decide to start MK ...what is going to be your #1 reason?

If you could spend just few hours a week of 100% to earn extra money, is this something that you would want to do?

If I could teach you to build your business without talking to strangers, would you be willing to learn?

You will book most of your appointments from appointments and get great referrals from them.

I can appreciate that because I choose to be a busy person too. That's why I selected you- busy people are the happiest and they seem to get the most done.

If I could teach you how to make an extra \$100 per week (that's \$400 per month) working 3 hours a week, and eventually double that to \$200 per week, could you find 3 hours?

*"I don't have the
money."*

*"This is not a good time
for me."*

*"I need to think
about it."*

*"I knew someone who
tried MK and it didn't
work out for her."*

Take her back to her original reason to join and what she would do with that extra income.

Do you really want to put off till later what you could be earning now? If I could show you how to sprinkle MK into your life and still earn that extra money, would you be willing to give it a try?

Remember, there are not sales quotas. You are the boss.

Would you agree with me that there is probably someone in every occupation that hasn't done well while others did? What makes you think you wouldn't do well?

Would you agree that her lack of success might have more to do with her personal situation than with MK?

Let me ask you a question: Have you ever worked with someone at your job that who failed/quit? Did her quitting keep you from being successful at your job?

In MK, we each have our own opportunity. It is not dependent on others.

That is a great reason to do MK! Won't it be great to never have to say that you can't afford something again? What are you doing now to change that situation? Mary Kay always told us that if a woman wants something badly enough, that we will find a way to get it. May I help you brainstorm? Do you have a credit card? Could someone loan you the money? Could you sell something on craigslist? Let's set a deadline to get you started!

I'm so glad you are giving this serious consideration. May I help you sort through the options? On a piece of paper, let's make a pro-con list. What are the disadvantages? What would be the advantages to starting MK? So what do you think...You'll never know until you give it a try!

" I'm too shy."

*If she gives you lots of
objections, it is
probably FEAR*

In a soft voice

_____, do you think you are just scared to try something new and different? What is the very worst thing that could happen?

Wait for an answer.

Do you want to know what I think? The very worst thing that could happen is that you save 50% on your products for the rest of your life. We are all nervous about starting something new.

What's the BEST thing that could happen to you?

I would LOVE to work with you! I think you would be great!

Would it surprise you to know that some of our most successful consultants were extremely shy when they started their business and have done very well?

Would you like to be less shy? Could you see the value of doing something that is fun and might bring you out of your shyness and make you money in the process?

Would it surprise you to know that most shy people are very sincere and sincerity is one of the best qualities of a MK consultant?