

3 Questions ... 3 minutes 4 New Consultants

Pam Kelly 06-11

. Hi this is _____ (chit chat) You'll never believe what I'm doing but I'm SUPER EXCITED and I knew you would support me! I was just accepted as a new consultant with the Mary Kay Corporation and I'm in my training program! I LOVE their products and the opportunities available!

. I have a HUGGGGGGE goal to finish 30 practice faces in 30 days AND share the TOP 3 QUESTIONS about Mary Kay with 10 people! Just for listening, I will win a beautiful pair of pearl earrings AND you'll be entered in our drawing to win \$100 FREE MARY KAY! Is there any reason why you couldn't listen for a couple of minutes?

. I'm SUPER excited about the extra CASH I'm creating with my business ALONG WITH the ... (share 3 of the advantages below that appeal most to you...) flexibility, recognition, back-up plan, FREE CAR, tax breaks, advancement, ability to be my own boss)

. I know making an EXTRA \$30 - \$50 per hour may or may not fill a need in your life; however, I KNOW YOU KNOW people that it might really benefit!

. I'm going to share the TOP 3 questions people have about MK then you get to ask your BIGGEST QUESTION about my business ... deal?

Question #1 ... How much MONEY can I make in Mary Kay?

Answer #1 ... ALL consultants earn 50% COMMISSION on ALL products, ALL THE TIME and average \$30 - \$50 PER HOUR!!! That's one of the reasons I started because I needed some extra cash! For investing 2-3 hours a week you can easily add \$400 - 500 per month! Isn't that awesome! And did you know, we have MORE women who earn over \$100,000/year in MK than any other company in America?

Question #2 ... How much TIME does it take? I'm a very, very busy woman so how would I find time to sell MK?

Answer #2 ... There are NO quotas! YOU decide how much \$\$ you want to make and "sprinkle" it in between your busy schedule! If your boss were to say ... "I'll pay you an extra \$30 - \$50 PER HOUR, would you say, I don't have time? (get answer) Wouldn't you agree when we decide something is IMPORTANT, we find the time? Investing 2 hours a week, you can make an extra \$20,000 a year through your initial AND repeat sales!! What would you do with an extra \$20,000 a year? (get answer)

Question #3 ... What does it cost to start your business with Mary Kay?

Answer #3 ... Talk about a deal ... you receive over \$400 in products, demos, CD's, DVD's, mirrors, training material + ON-GOING support from me and my Director for only \$100 + tax and shipping ... WOW!

. If I only had 1 minute to answer your BIGGEST QUESTION about my business, what would it be? _____.

. Now I just need to fill out my survey so you'll get your entries into our \$100 FREE drawing ... (read questions)

Name: _____ Date: _____

Best # _____ Alternate # _____

Email address: _____

Current occupation: _____

Consultant Name: _____

1. What are some things I have shared with you that could get you excited about the MK opportunity? _____

2. Why would you be good at this business? _____

3. What would be something that would concern you? _____

4. If you knew you couldn't fail and that my Director and I would teach you everything you needed to know to be a successful Beauty Consultant, is there any reason why you wouldn't want to get started today? _____

5. What is your level of interest on a scale of 1-10 without being a 5 ???

1 2 3 4 No 5's 6 7 8 9 10

Never

Sign me up!

Comments _____

Who are 3 people MOST LIKE YOU who might benefit from \$30 - \$50/hour?

1. _____ # _____

2. _____ # _____

3. _____ # _____

6. Remember I said I have a HUGE goal to finish 30 practice faces and makeovers in 30 days! There's no obligation I just need to "borrow your face". I am available (date) or (date) ... which one works best for you? (Pause and Silence- wait for their response) Sounds perfect ... I just knew that I could count on you to help! Thank you for being a GREAT friend!!!

I am so excited to see you on (date) at (time)! (keep talking) You know, its just as easy for me to do your face as it is for me to do yours ... is there any reason why you couldn't invite (your mom and your sister) or (2 friends to help me out?) (Pause) Thank you so much ... you're the greatest. (Then mail her a handwritten thank you/reminder postcard)