

## **Overcoming Objections**

*Let me check with my friends and I'll get back to you*

"I'm actually booking up really quickly, so why don't we pick a time that works for you and if you talk to your girlfriends and it's just not going to work we can always reschedule."

*Let me check my schedule/I don't have my schedule*

"I'm actually booking up really quickly, so why don't we pick a time that you think will work for you and if you check your schedule and it's just not going to work we can always reschedule."

*I use Brand X*

"That's great! I just have to hear what you think, as a woman who uses such a great brand, about how Mary Kay compares to what you are currently using."

*I don't wear makeup*

"Actually, we are going to focus just on skin care at this appointment."

*I don't know anyone*

"It is just fine if it is just you and me. But you are welcome to invite family, coworkers, or neighbors as well, just no more than 6."

*I am just soooo busy*

"I completely understand. We won't be more than an hour or so and a woman as busy as you could use a little pampering! And if you have a friend or two with you then you can make it a girls' night and kill two birds with one stone. Plus we can meet at the studio so there is no prep or cleaning for you to fit in!"