

BRAVE 'YEAR OF YOUR DREAMS'

APPOINTMENT SCRIPT

WHAT TO PACK FOR YOUR PARTY:

ROLL UP BAGS:

- Facial Demo Roll Up Bag OR Color Demo Roll Up Bag (depending on which type of appointment it is)

FACIAL DEMO ROLL UP BAG

Pocket 1: TimeWise 3-1 Cleanser (N/D & C/O), Day Solution, Night Solution, TimeWise Age-Fighting Moisturizer (N/D & C/O), TimeWise Microdermabrasion Set

Pocket 2: TimeWise Repair Set OR Clear Proof Set OR Botanical Set

Pocket 3: Oil-Free Eye Makeup Remover, Indulge Soothing Eye Gel, TimeWise Firming Eye Cream, CC Cream Foundations (ALL 5 shades), Optional: Liquid Foundation Brushes

Pocket 4: Satin Hands Pampering Set & Satin Lips Set

COLOR DEMO ROLL UP BAG

Pocket 1: Oil-Free Eye Makeup Remover, TimeWise 3-1 Cleanser (N/D), TimeWise Age-Fighting Moisturizer (C/O), Foundation Primer

Pocket 2: CC Creams (one of each), Liquid Foundation Brushes, Perfecting Concealer (one of each), Undereye Corrector & Eye Primer

Pocket 3: Color Cards (blue, brown & green/hazel), Lip Gloss Samples, Eye Liner Samples, Black Ultimate Mascara, Lash Primer, Lash Intensity Mascara, Disposable Wands

Pocket 4: Satin Hands Pampering Set & Lip Mask *Pack Hostess Look in Starter Kit.

HOSTESS LOOK (for Color Makeover)

Demo Brush Set filled with ALL 5 brushes PLUS a Smudge Brush, Liquid Foundation Brush & in netted pocket: An empty Compact Mini plus trays of Eye Color demos, Cheek Color demos, Lip Color samples, Eye Liner samples and Ultimate Mascara/Lash Intensity demo wands. Not color confident? Then use a Color Card on your Hostess OR visit www.marykayintouch.com>product central>color confident.

ALSO PACK:

STARTER KIT: Packed with Demo Roll Up Bag (depending on appointment), ONE filled Demo Brush Set (for hostess COLOR appointment only), one CLEAN Mirror per guest (packed in zipper pouch) with Tray Facial/Glamour Card, 1 Plastic Tray Insert, 1 Facial Cloth, Wash Cloth, 2 Cotton Balls or Rounds & a WORKING pen.

ORGANIZATIONAL BINDER: Packed with OPTIONAL Hostess Packets & Bucks, Customer Profile Cards, Business Cards, Listen for a Lip Gloss cards (get from Traci), Sales Tickets, BRAVE Book (get from Traci) and/or THIS script, Shopping Sheets (one for each guest), Marketing Survey, Beauty Consultant Agreements

PRIZES & HOSTESS GIFT: Think smart! Prizes should be samples or discontinued product.

OPTIONAL APPOINTMENT TOOLS TO ORDER FROM PINKPRINTING.COM:

- Hostess Packs (Hostess > Party with Me Hostess Pack) \$6 for a pack of 3
- Hostess Bucks (Essentials > Business Essentials > Hostess Bucks) \$6 for a pack of 40
- Skincare/Glamour Tray Inserts (Essentials > Class Setup > Skincare/Glamour Tray Inserts) \$6 for a pack of 20

SETTING UP FOR YOUR FACIAL/COLOR MAKEOVER*

***Don't squirt until your guests arrive! Follow the Tray Insert for filling each tray. Place wash cloth, disposable facial cloth, cotton round to left of tray. Place working pen on top of "Customer Profile" and on top of folded-in-half-vertically Marketing Survey (referral side up) and to the right of tray. Nametags are also helpful. DO NOT PUT OUT "MENUS" OR "LOOK BOOKS!"**

START READING ALOUD NOW!!!

1. WELCOME GUESTS

Do Satin Hands on the GUESTS and MATCH CC Cream Foundations on HOSTESS & GUESTS.

*If Color Appointment, have the Hostess Color Look and samples (eye liner, mascara, lip liner and lip gloss) at the Hostess Seat in a goodie bag. You might even include a tiara for your hostess "queen" (Charming Charlie has a great selection).

FACIAL OPENING

Make it FUN!!! They will do business with you because they like you, not necessarily because of the products!

"We are going to start off with a Mary Kay tradition...Satin Hands! I encourage you, if you can, to remove your rings. If not, no biggy. First, I'm going to:

Give you a squirt of our Hand Softener! This is a super hydrator for super dry skin! Rub this on the front and back of your hands.

Next, we'll apply the Hand Smoothie right on top of the Softener! This cleanses and exfoliates your hands! Again, rub this on the front and back of your hands.

Finally, I'm going to have you rinse your hands at the sink and then dry with a paper towel.

How do your hands feel? Amazing?! Finally, let's apply the Hand Cream which will hydrate your hands through 10 hours of hand washing. WOW!"

Once back at table..."Don't your hands feel satiny soft? Well, your face is about to feel even softer!"

2. THANK EVERYONE: Have guests fill out the front of the Customer Profile Card as they arrive.

Thank HOSTESS for hostessing party and opening up her home (present her with small gift).

Thank GUESTS for coming. Say, *"This is the first of 2 APPOINTMENTS:*

If FACIAL, say "At this appointment, you are being treated to a pampering facial. At your FOLLOW-UP APPOINTMENT, you will receive a personalized color makeover."

If COLOR, say, "Our HOSTESS _____ will be receiving her personalized color makeover TODAY and you will receive your personalized color makeover at your next appointment. Tonight, GUESTS, you get to "play" with makeup."

Say, "Just so you know, our HOSTESS can earn up to \$____ in FREE Mary Kay today/tonight just for partying with me! That's right, YOU can earn up to \$____ in FREE Mary Kay when you book a party from this party! Who likes FREE stuff (raise your hand)? I'll give you more details at the end of the party during your individual consultation."

3. HAVE EVERYONE INTRODUCE THEMSELVES: *“Before I tell you about me, I want to get to know you.*

What’s your name?

How do you know the HOSTESS/QUEENIE?

How do you spend your time?”

4. TRANSITION: *Say, “I am SO excited! My Mary Kay family is debuting as the BRAVE National Area this year! I know you don’t ‘speak Mary Kay,’ but this is a HUGE deal! To help us reach our goal, my personal goal is to _____ (become a Sales Director, earn a career car, be a STAR, be a Red Jacket, sell a certain amount, etc.)*

“There are three ways you can help me with my goal:

NUMBER 1. *When you fall in love with the product today, and notice I said “when,” you can become one of my customers! I give great customer service! In fact, everything you try today I have in stock. And, for your shopping convenience, I accept MasterCard, Visa, Discover or American Express. I also accept cash, check, any combination of the above and creative financing (only if you have a STAR inventory). And, if you are married, I operate on the Husband Unawareness Program (which is a little over here, a little over there, and then you smuggle it in in pieces)!*

NUMBER 2. *My goal is to put our product on 30 faces EVERY month! Raise your hand if you know 5 people with skin (raise your hand). Great! You can ask them to join you at your follow-up appointment OR you can refer them to me a little later on in our appointment! When you have at least 2 people join you for your follow-up appointment, you’ll qualify for hostess benefits!*

FINALLY, *You can become a member of my Mary Kay team! I’m going all the way to the top, and I want to take you with me. I’m looking for women who need more, who want more and who are willing to do the work.*

Share 2 minute “I” story:

What you did before you started your Mary Kay business:

Explain why you decided to become an Independent Beauty Consultant:

Describe how your life has changed since then:

What you like best about your business:

5. Mary Kay always said that *“at every appointment there is at least one person who could benefit from what our company has to offer. That could be you! Just in case it is, at the end of your appointment, I’ll share some quick facts about Mary Kay. If it’s for you, ‘great!’ If it’s not for you, please be a “talent scout’ for me! Who do you know who could benefit from what we have to offer? OK, are you ready to try the #1 product in America? Great!”*

6. HAVE ALL CLEAN THEIR FACES:

TIMEWISE FACIAL ORDER OF APPLICATION

1. Oil-Free Eye Makeup Remover
2. Cleanser
3. Microdermabrasion Steps 1 & 2 (on the back of one hand only)
4. Day or Night Solution on the face (depending on what time of day it is). Demo the other on one elbow only.
5. Moisturizer
6. Foundation Primer
7. Foundation
8. Indulge Soothing Eye Gel
9. Firming Eye Cream

TIMEWISE REPAIR ORDER OF APPLICATION

1. Oil-Free Eye Makeup Remover
2. Cleanser
3. Microdermabrasion Steps 1 & 2 (on the back of one hand only)
4. Moisturizer
5. Day or Night Cream on the face (depending on what time of day it is). Demo the other on one elbow only.
6. Eye Renewal Cream
7. Foundation Primer
8. Foundation

PRE-COLOR CLEANING ORDER OF APPLICATION

1. Oil-Free Eye Makeup Remover
2. Cleanser
3. Moisturizer
4. Foundation Primer
5. Foundation

CLEAR PROOF ORDER OF APPLICATION

1. Oil-Free Eye Makeup Remover
2. Cleanser
3. Microdermabrasion Steps 1 & 2 (on the back of one hand only)
4. Toner
5. Moisturizer
6. Acne Treatment Gel
7. Indulge Soothing Eye Gel
8. Firming Eye Cream
9. Foundation Primer
10. Foundation

BOTANICALS ORDER OF APPLICATION

1. Oil-Free Eye Makeup Remover
2. Cleanser
3. Microdermabrasion Steps 1 & 2 (on the back of one hand only)
4. Mask
5. Toner
6. Indulge Soothing Eye Gel
7. Moisturizer
8. Indulge Soothing Eye Gel
9. Firming Eye Cream
10. Foundation Primer
11. Foundation

First, I'm going to take you through my daily routine of looking fabulous. It begins with healthy skin. There are 5 steps scientifically proven for healthy skin:

Cleansing: takes off dirt and oil

Masking: cleans out your pores (your pores are v-shaped)

Toning: closes your pores back up

Moisturizing: hydrates your skin

Protecting: foundation (you either wear pollution or you wear foundation)

Mary Kay Oil-Free Eye Makeup Remover: First, you're going to remove your eye makeup with the #1 eye makeup remover in America...our Oil Free Eye Makeup Remover. It's safe for contacts and even removes the eye lash mites that are crawling around on our eye lashes having a party.

TimeWise 3-in-1 Cleanser: Next, we'll cleanse our skin with the #1 "Face Wash" in America! In recent years, Mary Kay streamlined our 5 step skincare routine into 2 easy steps. Our TimeWise 3-in-1 Cleanser combines the first three steps for healthy skin (cleansing, masking and toning) and puts them into one tube. And, it's anti-aging! Go ahead and apply the pink polka-dotted cleanser to your face using an upward and outward motion (wet facial cloths). You'll remove it with this warm, wet facial cloth. Be sure to wash your face every morning and night. Research shows that if you don't, your face will age 13 days! And, be sure to get your neck, because it ages three times faster than your face. It shows it like lines on a tree trunk. This Cleanser comes 4 ways: Normal to Dry, Combo to Oily (lathers up), a bar of soap and disposable facial cloths.

Microdermabrasion Step 1: Refine: Next, we're going to deep clean your skin with our Microdermabrasion Set. Microderm removes 16 layers of dead skin cells all at once. It instantly reduces fine lines and wrinkles, break outs, scarring from past break outs or surgeries, stretch marks and even reduces cellulite 60-80%. I like to call it the "magic eraser" for your whole body. It's a two-step process and for Step 1, we're going to take a "field trip" to the sink (be sure to use the buddy system so no one gets lost). Once at the sink...

Go ahead and wet your face, and I'm going to squeeze a bit of our Microdermabrasion Step 1: Refine into your hand. You'll scrub this in a circular motion for 1-2 minutes, concentrating it in those "problem" areas. Keep in mind, you can only do this once or twice a week, because you wouldn't have skin left. And, trust me, we want you to have skin. Once back at the table...

Microdermabrasion Step 2: Replenish: How does your face feel? I like to call it "baby butt soft." We're going to follow Step 1 with Step 2. Apply this serum over the areas where you scrubbed. Right now your skin is re-growing, and you are replenishing your new "baby" skin with fresh vitamins and tea leaf extracts. This serum also takes the pink out of the skin after scrubbing.

Day and Night Solution: Now I want to introduce you to our Mary Kay “superheroes”: our Day & Night Solutions. One you use in the Day, it’s called our Day Solution. It has SPF 35, so it protects against both the UVA & UVB rays: the ones that age you and burn you. It’s a light weight, water-proof and sweat-proof sunscreen. One you use at night, it’s called our Night Solution. I like to call it my “boyfriend in a bottle.” Do you see these little beads? These beads encapsulate fresh vitamins A, B & C—the most important being Vitamin C because, scientifically proven, it is the only vitamin that helps skin reproduce collagen. Collagen is what keeps you skin from drooping and sagging. So these beads are like really good-looking “construction worker men” coming out on your face at night and repairing the damage from the day. Because of the time of the day, we are going to use the _____ Solution on your face and the _____ Solution on the neck.

TimeWise Age-Fighting Moisturizer: The fourth step for healthy skin is Moisturizer. Our moisturizer is oil-free, light-weight and non-comedogenic, so it won’t clog your pores. It comes in three formulas: Normal to Dry, Combination to Oily and with Sunscreen SPF 25. By the way, if you are oily, the last thing you want to do is avoid moisturizer. When you do, your skin must compensate for the lack of hydration and it does so by producing more oil. So, you actually become more oily.

How does everything feel? Great. What you just experienced is our Miracle Set, the #1 skincare set in the U.S. It starts with our 3-in-1 Cleanser, or your “bread”, in the morning and at night. Then, either the Day or Night Solution in between, or your “peanut butter and jelly.” Lastly, apply your Moisturizer, or your other slice of “bread,” in the morning and at night. So, you are building a “skincare sandwich.” You would never think of having just a “bread” sandwich, right? So, be sure to include your “peanut butter and jelly” for the BEST results.

Indulge Soothing Eye Gel: Let’s move on to some specialty products for your eyes and lips. Our first product is perfect for women who have allergies or who “don’t sleep.” It’s called our Indulge Soothing Eye Gel. It’s a blue gel that acts as a “cool drink of water for your eyes.” This cucumber gel de-puffs eye lids within 10 minutes; it wakes up tired eyes (great out of the fridge with your coffee in the am) AND soothes itchy, watery allergy eyes. You’ll want to use your ring finger to pat this product all the way around the eye, avoiding application too close to the eye itself.

TimeWise Firming Eye Cream: Next, we’ll apply our Firming Eye Cream, which instantly reduces dark under eye circles and crow’s feet. I like to call it “Botox” for your eyes without the needles and toxins. And, it’s safe for sensitive eyes. You’ll also want to pat this product all around the eye using your ring finger, which has the lightest touch to avoid pulling wrinkles.

OPTIONAL:

Foundation Primer: Love love love this. Our foundation primer is spackle for your face or the glue for your foundation. Adding our foundation primer under your foundation will get your makeup looking fabulous for up to 10 hours.

CC Cream Foundation: *The final step for healthy skin is our protection step or Foundation. You wear foundation, not to look like a different person from the face up, but to protect your skin from the environment. You actually get less acne when you wear foundation, because it seals the skin. We pride ourselves in finding the perfect match for you. At your Color Makeover, we'll find the perfect foundation match and formula for you!*

Satin Lips: *Lastly, we'll treat your lips with Satin Lips. Now, I'm not personally responsible for what happens to you when you use this product. Your lips will be magnetic. First, we'll apply our Lip Mask. We'll leave the mask on for about a minute, long enough for it to work its magic. While it's sitting on your lips, let me ask you a question? Who likes gifts? (raise your hand fast) ME TOO! The highest compliment you can pay me is to refer me to your friends. Each girl/woman I see has the opportunity to 'gift' up to 5 of her friends or family with a gift of pampering. I'll either text or call them on your behalf with their SURPRISE gift of pampering and gift card from YOU to them. And the best part of it all is that it doesn't cost you anything! On the sheet to the right of your mirror is a space for those 5 names and numbers. So let's have a race and you can use your phone to cheat! Who can get to 5 the fastest? Ready, set, GO!! The first to finish gets a gift! (give them 2-3 minutes to finish!) (small wrapped purse sized hand cream or several lipstick/gloss samples wrapped pretty is the gift I give)*

OK, let's wipe off the dry skin and mask using your wet facial cloth. Now, we'll apply our vitamin-enriched Lip Balm that will hydrate for up to 10 hours without having to reapply. Don't your lips feel amazing?

7. HOSTESS COLOR MAKEOVER (COLOR ONLY)

Guide HOSTESS through her makeover (5 minutes). While HOSTESS is applying COLOR using the DEMO BRUSH SET, explain a quick GAME DAY MAKEOVER LOOK for the guests using an eye color, bronzer, eye liner, mascara and gloss.

8. COMPLIMENT TIME

Go around the table and ask EVERYONE: *What do you love most about your skin?* HOSTESS: *What do you love most about your look (COLOR ONLY)?* GUESTS: *What do you love most about our HOSTESS'S look (COLOR ONLY)?*

9. PASS OUT SHOPPING SHEETS

Say, *"I hope you had as much fun as I did! We've come to my favorite part of the appointment—that's when I get to tell you how you can take this AMAZING product home with you! This is what I lovingly refer to as our "Shopping Sheet." First, since I'm a visual person, I want to begin by visually showing you ALL of the SETS that we used today (explain each set shown including the dollar amount and the word 'YOUR' WITHOUT saying DOLLARS...ex. "Set #1: The Basics includes YOUR Cleanser, YOUR Moisturizer and a Foundation of your choice for 64!")* **Before we go on, do me a favor and circle your 4 favorite sets!** *Do you have them circled? Great! Since it's Mary Kay show & tell time, I HAVE to show and tell you about our Travel Roll Up Bag (hold up your demo bag)! Everyone say ooh ahhh! I LOVE my travel roll up bag (hug the bag)! And what's not to love—it's actually proven to save roommate situations and marriages. Let me explain— because it hangs up in your bathroom...all off your stuff is out of the drawers and off the counters so you can happily co-exist. AND, if you are going to the gym, you can just take one of your pockets with you and refasten it when you get home (rip off pocket with drama). ALL the pockets Velcro off of the bag. AND, the best part of it all is that it is totally portable—when you are wanting to go on vacation or*

make a fast getaway, it rolls up quick and easy. This bag retails for \$35, but you'll get the bag for FREE when you purchase 4 sets from me! That's up to a \$290 value for just 199! But wait...there's more...the more sets you purchase, the more you save! You can also just purchase set by set or a la carte. It's YOUR choice!"

GO THROUGH SURVEY *"Do me a favor and please flip your Marketing Survey over. For me to get credit for seeing you today, I need you to fill out the remainder of this survey. Please answer questions 1-2 and then pause at question 3.*

"Remember when I told you at the beginning that I'm looking for more women to work with me? Just in case that's you OR someone you know, I'd like to take a few minutes to go over this list of '12 Reasons to Choose the Mary Kay Career in a bit more detail..."

MONEY-

- *Highest paid women in America according to Wall Street Journal (more women earning between \$50,000-100,000 annually than any other company)*
- *More millionaires than any other company in the world—they are all women*
- *We make money 2 ways: sales (50% profit/50% discount) & team-building (dual-marketing NOT pyramid)*

TAX BREAKS-

- *Write off a portion of your mortgage, rent, utilities, mileage—even grooming (YOU are your walking advertisement)*

JOB SECURITY-

- *No one can hire or fire you*
- *A multi-billion dollar DEBT-FREE company*

CAREER CAR-

- *Six career cars: White or Lipstick Red Chevy Cruz, Black Chevy Equinox, Black Ford Fusion, Black BMW & Pink Cadillac*
- *Pay the tax, title, license, car note and most of the insurance*
- *Take the car OR the cash*
- *Earn a car by working as few as 10 hours per week*

ADVANCEMENT AT YOUR OWN PACE-

- *No glass ceiling*
- *No politics*
- *Everyone who does it, gets it*

FAMILY SECURITY PLAN-

- *Our unmatched retirement*
- *My National retired having earned \$6 million; she'll be paid in excess of \$50,000 a month for the next 15 years. If she passes away that goes to her family for 15 years. BEST PART: We don't contribute one dime to our retirement.*

PRIZES, AWARDS, RECOGNITION-

- *A woman will work harder for praise and recognition than for money*
- *Earn Cinderella prizes like diamonds, cars, cash and luxury trips JUST for doing your job*

FLEXIBILITY-

- *No quotas & no territories*
- *Set your own hours*
- *God first, family second, career third*

PERSONAL GROWTH-

- *The BEST self-improvement course you get paid to take*
- *Amazing on resume-MK is the #1 marketing plan studied by Harvard Business School*

SOCIAL ASPECTS-

- *Positive and powerful coworkers*

FULFILLMENT OF HELPING OTHERS-

- *All that you pour into the lives of others comes back in to your own*
- *Changes faces and change lives*
- *Paycheck of the heart*

THE OPPORTUNITY TO DREAM AGAIN-

- *Our company-wide theme this year is the "Year of Your Dreams"*
- *MK's mascot is the bumblebee because scientifically proven it shouldn't be able to fly due to the size of its body compared to the size of its wings. MK says that it flies because nobody ever told the bee that it couldn't.*
- *We will NEVER tell a woman that she can't do something.*
- *This is a company where dreams come true!*

After sharing the list at the table say,

"Just in case you are interested in joining my growing team, let me tell you how easy it is to get started. Do me a favor and glance back at Set #13 or the Dreams Come True set on your Shopping Sheet. To start a MK business, it's just \$100. The \$100 purchases your Starter Kit (show yours) which has over \$450 in full-sized MK products including TWO Set #1's, 1 Set #2 and more. All together, they value the kit at over \$600. You only pay a one-time fee of \$100! Plus, BONUS, you get ALL of your Mary Kay products at HALF-PRICE for the rest of your life! The last question says, based on the information I shared, how would you rate your interest in receiving more information about the Mary Kay career (spare-time, part-time or full-time)?

- *Definitely not for me! I want to pay full price for my products!*
- *Call me! I want to know more!*
- *Buy me a cup of coffee or frozen yogurt! Let's talk!*
- *Sign me up!*

Please check the answer that best describes you."

"Finally, I'm going to meet with each one of you individually, while _____ (hostess) serves some yummy refreshments. _____ (sparkler), please bring your Customer Profile Card, Shopping Sheet, Survey and purse with you."

11. CLOSING INDIVIDUAL CONSULTATION *MOST IMPORTANT*

Ask, *"Did you have a great time (nod while asking)? Doesn't your skin feel great? Great!"*

FIRST SELL: *"I noticed that if money were no object, you would be interested in taking home _____ tonight (share payment plan options IF you have adequate inventory). Just a reminder: I accept MasterCard, Visa, Discover, American Express, Cash or Check. How would you like to take care of that? (If she hesitates, ask her where she wants to start with product.)"*

SECOND BOOK: *"We need to schedule your follow-up appointment or check-up from the neck up. I'd like to see you this coming week or next. Which works best for you?"* Book her for her NEXT APPOINTMENT, preferably with her friends (perhaps those listed on Profile Card). *Always give 2 options and select a date/time). Have HOSTESS fill out her name and number in the time slot. Then give HOSTESS the HOSTESS PACKET and briefly explain content.

THIRD RECRUIT (which you've already done): If she recruits on the spot, give her a Welcome Packet, book her Grand Opening and ask her to listen to the Inventory Hotline (page 2) and make her initial Contact List (page 7) in the next 24 hours. Then, set up her New Consultant Phone Orientation to be held in the next 24 hours. Text Traci the date and time of Grand Opening and Orientation. If she doesn't recruit on the spot, text Traci her "answer" on #4 and set up a follow-up phone or face interview to be held in the next 24-48 hours. Don't forget to hand her a "Listen for a Lip Gloss" card as a GREAT layering tool. *ASK her to send in the next Customer.

OVERCOMING OBJECTIONS

1. I am just too busy!

Question: If I can teach you how to make an extra \$200 per week working only 3 hours a week, could you find 3 hours? OR ask her about her current schedule for a week and suggest some times maybe she could “plug” Mary Kay in to some slots (“sprinkling” Mary Kay in to her life).

2. I'm just not the sales type!

Question: Great! Would you believe that 90% of Mary Kay women aren't the sales type? We look for women who can simply teach other women how to feel better about themselves through skin care and makeup...or even by sharing this incredible opportunity and impacting their lives! Would you agree that every woman buys skin care and makeup from somewhere? Why not buy the #1 best selling product from you? I believe that in today's world, we don't get service like we should, and because you will provide a great service to your customers, they will have more of a reason to buy from you! *If you are concerned about being “pushy,” would you agree that women wouldn't want to come back to us for more if we had that approach? I love providing great service to women!

3. I really need to talk to my family or husband!

Question: Great! What do you think your husband will say? Great...why don't we go ahead and fill out and save the online agreement. IF for some reason he has any questions, I will be more than happy to answer them. If he still says “no,” then we can delete your agreement and you can remain a great customer.

4. I don't know that many people!

Question: Do you know 1 person who could be a “practice” face for you? If I can teach you how to turn 1 person into ALL the other people you will ever need to know...would you be willing to learn?

5. I don't have the money!

Question: Do you have access to a credit card? OR if I can show you how to earn \$100 in 2 weeks, could you find someone who can help you get started? Do you know 2 people who love and believe in you \$50 worth or 4 people who believe in you \$25 worth?

6. Just not now...not a good time!

Question: If you were to start a Mary Kay business, what would be your reason? (find out their why and overcome the objection). If I promise to hold your hand and teach you how to do this, what would keep you from getting started today? *Offer a signing bonus!

The key is once you have overcome the objection...don't stop there!

Ask: “Is there any reason why we couldn't get you started today?”