

TWELVE RESPONSES FROM YOUR HEART!

..... you are at the end of your interview.... you've given her the facts and said the magic phrase.... "Is there any reason why you wouldn't want to submit your agreement for approval?" She has objections.... you overcome them.... she is still hesitating! One of these phrases may help move her over the line.....

1. "You'll never know if you never try."
2. "Think how many times in life we hear people say, 'Oh, how I wish I had.' Instead, why not be able to say 'Oh I'm so glad I did!' "
3. "If I taught you everything I know, do you think you could learn?"
4. Look your prospect right in the eyes. Touch her arm. Have a SINCERE look on your face and FEEL that sincerity in your heart!) and say with conviction... "You'd be great doing what I do. I look for people of your caliber every day and I'd love to work with you!"
5. "What do you like about the job you currently have? What would you like to change?"
(These questions will help you direct your approach.)
6. "If you knew you could not fail, would you try Mary Kay? We have never had anyone we could not teach."
7. "We do not want sales people, just trained Beauty Consultants!"
8. "If something happened to your husband, could you take care of yourself and your family in the style you are accustomed to?"
9. "How soon do you want to start making money? How long can you afford NOT to make money?"
10. "Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it the most."
11. "One hundred dollars won't change your standard of living, but it COULD change your life."
12. And when faced with nay objection, the Magic Words are "That is exactly why you need Mary Kay." Examples: "I don't have the money" "That's exactly why you need Mary

Kay!" OR "I'm new in the area" "That's exactly why you need Mary Kay!" OR "I work too much That's exactly why you need Mary Kay!"