

Pink Sheep Follow Up Questions

EACH CONSULTANT AND HER DIRECTOR MUST CALL AND FOLLOW UP WITH GUESTS 24 HOURS AFTER THE SURVEY OR MARKETING CALL BY ASKING THE FOLLOWING QUESTIONS *FROM THE HEART*:

1. Thank you so much for allowing me to follow up with you today! Since 24 hours have passed since we talked, I know you probably have some questions for me. Tell me, what can I explain to you that we may not have covered yesterday? Or what questions did you think of after we spoke yesterday?
2. Okay, now that you've had time to soak in all we talked about yesterday, tell me what was the MOST impressive thing you learned that continues to stand out in your mind?
3. Okay, again, since a whole day has passed since you heard the information, tell me what things you think you would enjoy the most about being in Mary Kay now that you've had time to think about it a little bit!
4. **Okay, (name), I want you to ask yourself this, "If you just tried this and it didn't work, what is the WORST thing that could happen?"**
5. **Okay, (name), now I want you to ask yourself, "If you gave this a try and it DID work, what's the BEST thing that could happen?"**
6. Okay, well I am going to ask you what your Interest level is again since some time has passed since we last spoke. Is that okay? Great! On a scale of 1-10, 1 meaning never ever in a million years even if you're starving and having to eat grass, or 10 meaning you're ready to get your Starter Kit and just see what happens, but again, no 5's allowed! What would you say your interest level is today?
7. Okay, tell me why do you think you're a _____? (Overcome her objections using feel, felt, found rule!)
8. If she is a high number you can ask the following questions: *What would it take to get you to a 10? I just think you would be SO GREAT in Mary Kay and I am looking for women just like you to be a part of my team! You are perfect! So tell me, what can I do to help you get to a 10?*

IF SHE'S READY TO SIGN, CONGRATS! CLICK "SUBMIT NEW AGREEMENT" FROM YOUR MARYKAYINTOUCH WEBSITE AND E MAIL IT TO HER!

If she is still not interested, respect her decision! You need your NO people just as much as your YES people! Your next step is to invite her to be a Preferred Customer (guest) at our next guest event! If she's a high number, keep her in the loop so she can experience MK rather than just hearing about it!

IF SHE SAYS NOT RIGHT NOW, YOU MAY WANT TO ASK SOME OR ALL OF THE FOLLOWING QUESTIONS:

Are there any questions I can answer that might help you with your decision later down the road?

Is there anyone you know who you think would be great in Mary Kay? I'd love for you to be my talent scout!
(Offer her something small like a nail polish or a \$5 gift cert. for 5 names and numbers!)