

If NO, NOT SURE or I'VE GOT TO THINK ABOUT IT:

- What keeps it from being a YES, other than FEAR? (Address Concerns, then ask if there's any reason why you couldn't go ahead and order her kit)

No Time: I can appreciate that because I choose to be a busy person too. That's why I selected you—**busy people are the happiest and seem to get the most done.** If I could show you how to work part-time and still earn a profit each week, could you find the time? That extra money would come in handy, wouldn't it? Let's fill out a weekly plan sheet to see when you could fit your Mary Kay business into your schedule.

No Money: Great! That's the best reason of all for joining Mary Kay! You know, even if you had the money, I would suggest you take out a bank loan to start your business off right. You have to pay the bank back, but you probably wouldn't pay yourself back! A bank loan with monthly payments makes you feel more professional about your business, teaches you self-discipline and improves your credit rating. And besides, **how long do you want to go on not being able to lay your hands on an extra \$100?**

Don't Know anybody: I can understand how you feel. I felt the same way, but I found that **all you really need to know is one person**, because that's how it all starts. One person tells another and so on.

Not the Sales Type: If I could teach you how to become a Mary Kay Beauty Consultant, you could learn, couldn't you? **We don't want salespeople, we want "people people" like you** to teach skin care and glamour. Mary Kay products are the best on the market, so the products help sell themselves! We constantly share the benefits of a special hairdresser, a dress shop, or a cleaning agent, so doesn't it make sense to share the benefits of Mary Kay skin care and glamour?

It's Not the Right Time: You know **that's like saying that once all the traffic lights have turned green, you'll begin your trip home.** You'll never get home waiting for circumstances like those! The time to do anything will never be perfect, but we weigh the pros and cons and make our decisions anyway. Most people can make a decision within 24 hours; can I call you tomorrow for yours? My director is filling spaces for a training session next week and I need to submit your name to reserve your space.

Need to Think About it: You know, if Mary Kay interests you, why not give it a try? With our company guarantee you have almost nothing to lose and everything to gain! Sitting on the fence of indecision is very uncomfortable. Let me reserve your place in our team training session next week and let's work together to make Mary Kay work for you!

⇒ **You'll never know how great you can be unless you try!**

⇒ **What will you be thinking about while you're thinking about it? (Ask for Concerns)**

⇒ Do you make your own decisions or who will you talk with to help you make this decision? What do you think their concerns/questions might be? (Address Concerns)

⇒ **May I check back with you tomorrow for your answer?**
(Schedule the time/place)