

## **Share what we look for first when you are to address objections before they arise.**

### **These are the 6 qualities that make a successful Beauty Consultant**

- **She's busy**
- **She has more month than money**
- **She's not the sales type**
- **She doesn't know a lot of people**
- **She's family oriented**
- **She's is a right now person**

### **Create your own index cards to overcome recruiting objections!**

#### Front of index card

1. I don't have time/ I'm too busy

2. I don't have any money.

3. I'm not the sales type.

4. I don't know a lot of people.

5. Family.

6. I just don't want to start now.

#### Back of index card

If I could teach you Suzie how to earn an extra \$100 a week, that's \$400 a month, working 3 hours a week and eventually doubling that to \$200/ week, could you find 3 hours?

Do you have a credit card? Or do you know someone who loves you with a credit card? Who will be willing to loan you \$100? If I could show you how to earn you \$100 back in 2 weeks could you find someone to help you get started?

Would you believe that 90% of the women who start Mary Kay are not the sales type? I believe that pushy women don't do well in Mary Kay and I love working with women who are not pushy. If I could teach you how to show this product and let it sell itself with out being pushy would you feel better about doing it?

Do you know 1 person who might be a practice face for you? Great! If I could teach you how to turn that person into all the other faces your ever going to need would you be willing to learn?

Wouldn't it be great to set a really powerful positive successful example to your family? Is there any reason why we couldn't get you started today so that you can start on that journey? (if she needs to talk to her husband) What do you think your husband will say? (if she says he's usually supportive of me) Great! So when he says do whatever you want will you be ready to get started or do you have more questions for me? Lets get your agreement filled out and if he says absolutely not then I will tare it up and throw it away, but at least we'll get it started.

If you were to do something line Mary Kay what would be your reason? To get out of the house, more money, something that is yours? (wait for answer) (then run w/ it) (if she says extra \$) Gosh is there any reason why we couldn't get you going? What is your plan for getting that extra \$? (\*most don't have a plan) Do you have a plan B in place? People loose their jobs everyday, now I'm not saying your going to loose your job, but Suzie people loose their jobs every day. What is your plan B as a back up for that? ( after she says I don't have 1) Gosh is there any reason why we couldn't get you going today?