

OVERCOME RECRUITING OBJECTIONS

I CAN'T SELL

Can you tell me more about that?
How have you liked the products?
What products are your favorite?
How do you feel about just sharing the products with family and friends?
Who do you think would support you in your business
What support/training would you need from me?
What do you think about having no quotas in Mary Kay?

I DON'T HAVE THE MONEY

How do you feel about slowly saving up the \$100 in the next few weeks?
Tell me, when will you be in a position to have complete control over having a disposable income whenever you want or need it?
Who do you know who would support you in helping you start?
How would you like to be able to pay for the starter kit?

I DON'T HAVE THE TIME/I AM TOO BUSY

How long have you been busy?
When do you think you won't be busy?
What are you missing out on now that you want to have more time for?
If nothing changed, 5-10 years from now what would you have missed out on because of not having enough time?
If I could teach you how to do this business on 3-5 hours a week, would it be worth it to you?
How much time do you think a Mary Kay business takes?
If I could help you make an extra \$300-\$500/month would you be able to find the time?

I'M TOO SHY

Who do you know in your life that would support you as you started?
Who are you comfortable with?
How would you feel if you had a script for appointments?
What do you think about using this business as a way to grow your self-confidence?
What areas in your life do you NOT feel shy?
When do you feel most confident?
How would knowing you will have a support system make you feel?

I'M NOT THE SALES TYPE (see also "I Can't Sell")

What do you love about the products?
What do you mean by "sales type," can you explain that to me?
What makes someone pushy? ... do you feel like you possess any of those characteristics?
You/your friends took home products after our appointment. How do you think I was able to sell those products?
When we had our appointment, did you feel like I was a sales person?
How did you feel about your skin and make up after our appointment? ... would you want to share/pass on that feeling to others?
If you did this business, how would you want people to think of you?

I AM NOT LIKE YOU

What about yourself do you like?
What qualities do you possess that you would want to share with others?
How can these qualities be used in this business?
Who would you want to inspire with this business?
What training would you need to feel equipped to do this business?

I WANT TO THINK ABOUT IT

How much time would you like to think about it?
... when can we talk/what time?
... do you want to call me or may I call you?
What other questions do you have to help you make your decision?

MY CHILDREN ARE TOO SMALL

How can this business influence your children?
How much time would you be able to do this business keeping in mind the age of your kids?
What amount of flexibility is important to you to raise your kids?
Who else do you know that works with small kids?
Who do you know who would be willing to watch your kids 3 hours a week while you work?
What kinds of things would you use extra MK \$ on to support you family/kids?

WAIT UNTIL ...

What would make it a perfect time?
When do you see your schedule/life changing to fit in MK?
How do you feel about a business working for you vs you working for a business?
What if you started now and it exceeded your expectations?

MY HUSBAND ...

How do you think he would feel about it?
What questions/concerns do you think he would have?
When would you be able to discuss this with him? ... how would he feel about all meeting together or him watching the video, too?
What would make him feel comfortable?
How does he usually support you when you want to do something new?

I LOVE MY JOB

Could you use an extra \$100/week?
What do you think of having this be something fun you do on the side but not becoming/replacing your full time career?
How do you feel knowing that most other consultants build a Mary Kay business with another full time job?
What could MK provide for you that your

current job does not?
How do you feel about doing it as a hobby?

I DON'T WANT TO OBLIGATE MY FRIENDS

Who do you know that knows 5-10 people that you do not know?
In what ways would friends and family be willing to support you?
Where do your friends buy makeup/skincare from? ... would they be willing to support you just by trying the products and comparing the two?
Who do you know that would want to share their opinion with you about the MK products?

IT'S NOT THE RIGHT TIME

When would be the right time?
What would need to change for it to be the right time?
Hypothetically, how would MK fit into your life right now?
How would MK impact your life now?
What makes it not the right time?
Where do you see MK being a conflict? ... where do you see it being a benefit?

I DON'T WANT TO

What about this makes you not interested?
What would change your mind to want to?
When would you see this fitting into your life?
How do you feel about being a preferred customer?
How would you feel about passing this opportunity onto anyone you know who would be interested? ... who may be interested that you know?
Is continuing to be a customer more of what you are interested in?
No not now, or no not ever?
(not now) ... may I call you in 2-3 months to see if things are different for you?
(not ever) I understand. If that were to ever change ... I am available.

