

I can't sell

I can't sell

I can't sell

I can't sell

I know how you feel; I felt the same way, too. I found that MK is not looking for salespeople, but instead someone who can teach skin care and glamour techniques. MK products are the best on the market, so the products really sell themselves. Would you agree?

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I don't have the time

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I know how you feel; I choose to be a busy person, too. That's why I chose you-busy people get the most done. If you could work part-time, and still earn an extra \$150-\$250 profit each week, could you find the time? Would the extra \$ come in handy? Would you be willing to write down your schedule to see if we can find some time slots in your schedule for holding skin care classes?

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I don't have the
money

I don't have the
money

I don't have the
money

I don't have the
money

Great! That's the best reason of all for joining Mary Kay. Would you agree that we need to find a way for you to get \$100, so that you can have \$100 whenever you need it? Is there anyone you know who would stand in your corner and loan you \$100 to start your own business? Would you be willing to take out a bank loan for it? How about borrowing against a credit card?

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I don't wear makeup

I don't wear makeup

I don't wear makeup

I don't wear makeup

I'm sure you enjoy taking care of your skin. There are many other women out there just like you who would love to finally learn how to care for their skin. Also, as you begin to feel more confident, you can add in the colors. If I could teach you more about skin care and colors, could you learn?

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I need to think about
it

I need to think about
it

I need to think about
it

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it

I know how you feel; I wanted to think about it, too. I found it reassuring that Mary Kay does offer the buy-back guarantee, so you do not have anything to lose. But, you do have much to gain.

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The time isn't right
for me now

The time isn't right
for me now

The time isn't right
for me now

The time isn't right
for me now

You know, the time to do anything is never perfect. I find that we are usually in one of three situations: either in a crises, just finished a crisis, or about to enter a new one. Would you be willing to weigh out the pros and cons of getting started as a consultant?

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I don't want to
impose on my
friends

I don't want to
impose on my
friends

I don't want to
impose on my
friends

I don't want to
impose on my
friends

I can understand your feeling that way.
May I ask you, did you enjoy your facial? Did you feel imposed upon, or were you eager for the skin care class and eager to take your products home? You'll be providing your friends with a valuable service.

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I'm not like you (the
beauty consultant
type)

I'm not like you (the
beauty consultant
type)

I'm not like you (the
beauty consultant
type)

I'm not like you (the
beauty consultant
type)

What do you think it would take to be like me, or to be a consultant? (this will probably lead to another objection)

What do you think it would take to be like me, or to be a consultant? (this will probably lead to another objection)

What do you think it would take to be like me, or to be a consultant? (this will probably lead to another objection)

What do you think it would take to be like me, or to be a consultant? (this will probably lead to another objection)

I don't know many
people

I don't know many
people

I don't know many
people

I don't know many
people

Do you know 3 people, or 5 people?
This is really all it takes, because they will introduce you to others. (if she doesn't know anyone) Are you teachable? If I give you the words to say, and give you the knowledge on how to meet new people, would there be anything else to hold you back?

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I can't stand up in
front of people

I can't stand up in
front of people

I can't stand up in
front of people

I can't stand up in
front of people

Do you feel comfortable talking with your friends? You really do start with the people you know. Then, as you gain confidence with them, you'll branch out to their friends, and so on. If I give you the words to say, does it seem like something you'd be willing to try?

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