

Follow Up Questions Marketing Call- keep a recruiting notebook

Thank them for taking the time and helping with the Challenge

Remind them they will be entered to the 100.00 product drawing

And they can choose a half price item from their consultant

Next

1. What did you learn that you did not know before about Mary Kay Cosmetics?
2. What impressed you the most about the mk business opportunity?
3. After everything you have heard would you consider doing something like this?

IF THE ANSWER IS A SOLID NO- YOU CAN ASK FOR A NUMBER JUST TO KNOW BUT END THE CALL

You want to be talking back and forth on the answers- and when you ask the last question if they say Yes but--- that's an objection to chat on

When you can't go further if they had said Yes and given an objection and you feel they are open- you can offer satin hands set for joining it's a bonus for TODAY- extend only 24 hours. But when you cant go further ask for a number on scale of 1 to 10-

Time concerns- Clearly 168 Hours to break down ask permission to spend a few more minutes

Money- Well in mk we live in a culture that we don't use "credit cards" but they can be used to start a business- make sure they know that.

Tips: Feedback to them what they have said to you' So, what you are telling me suzy is that if you had \$100 right now you would really do this? Or So, suzy what you are saying is that if I could show you how to fit this in, you would likey do this?

**Tip: :LOOK FOR THE NEED look for positive look for what she has that would make her good**

TIP: timing- a band of pink angels wont decend you and say NOW is the time- it wont happen. Talk about this a bit- ask them how much has changed in their life from 6 months ago with regards to "timing" Also ask them if they are the kind of person that tends to put off things in their life? She will answer LISTEN let her TALK. Ask her if she knows someone else like that\_ when she says yes- ask her if she believes that person has paid a price in their life for that?

Find need and talk about that- If the person really desires change- If you want your life to change = you have to change your life.

Be heartfelt, sincere and listening... and respond heartfully.

LASTLY- important what is the next best place to take this person- a hostess, a guest, studio maybe attend a success event and sit thru it

Time once you have gone thru 5+ mins you need to keep asking permission to talk a few more minutes-