

I'm too busy...

the
pink bubble

*Let me check with
my friends first...*

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*I'm not a big
party person...*

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*I don't know
anyone...*

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"I can appreciate that, however, why don't we go ahead & schedule it on my calendar & then let your friends know ... if we have to change it we can later (this is the tentative booking approach). Those that can't come can schedule at a different time. Which is better for you at the beginning of the week or the end the week?"

"I understand _____, you know, I'm a really busy person too, so I can appreciate that! It may take us an hour or so to find you special needs & preferences, but after that I can save you an enormous amount of time. You'll never need to go to the mall again for your cosmetics! I can save you \$\$ too! Which would be better for you, _____ or _____ ?"

"I can appreciate that ... I didn't know many people before I started my business. Why not just invite a neighbor on both side and we'll ask them to each bring a friend ... what a great way to get to know each other. Now, which is better for you, _____ or _____?"

"That's good because I don't either. I hold private appointments in my house or yours. When would be a good time for you ... this week or next?.. Etc. Then casually invite her to share her time with a friend or two."

*I don't have
any money...*

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*I use XYZ
brand...*

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*Last time I
used Mary Kay[®]
I broke out...*

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*If she still
resides...*

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“Great! You obviously appreciate good cosmetics! You know, we never find anyone who doesn't like us at least as well, if not better than _____. I would love to get your opinion, is there any reason you couldn't compare your favorite products with us? You can have a glamour item at half price just for giving me your opinion. Which would be better for you, _____ or _____?”

“I understand _____, you are aware that our products are a third to half less than anything at the department stores (just a few \$\$ more than Walmart) and you never even have to pay full price for you products. We have discounts & lots of ways to get it free, we even have NO INTEREST PAYMENT PLANS! Plus, there is no obligation to purchase. I'd just appreciate your honest opinion. Which is better for you _____ or _____?”

Tell you what, here's my card/number, if you ever change your mind will you give me a call? I'd love to be the one to show you our products! **OR** Here's my card, if you know of anyone who would like to try our products, would you pass it on? **ALWAYS LEAVE WITH A YES!**

“I'm sorry you had that experience, may I ask how long it has been? (Explain the product changes). _____, may I ask you what you mean by “Broke Out”? Was it blemishes? (Wrong formula) or little red itchy bumps? (A sensitivity to possibly one of the products doesn't mean she can't use the whole line, some people have a sensitivity to milk & strawberries) Is there any reason we couldn't work together to find the perfect program for you? Which would be better for you, _____ or _____?”