

## **9 Questions to Memorize - put each question on an Index card**

1. What has been your experience with Mary Kay products? (i.e.: good impression or bad impression)
2. Have you ever heard how we make our money? (What does she already know so you don't waste time)
3. Tell me about yourself. (Reveals personality; helps you tailor to her needs)
4. If you could change one thing in your life right now, what would it be? (needs)
5. Share why YOU are building your business & tell her your goal. (Women want to be a part of a winning team)
6. This is how our MK Marketing Plan works. Go over Fast, Fun Facts
7. After hearing all that, what was NOT answered that you would need to know in order to make a decision about this for yourself?
8. What is the most appealing thing to you right now?
9. What would hold you back from ordering your Starter Kit with me today?