

Phrases to Help You Recruit & Build Your Team!

To use during warm chatter:

- You are so sharp .. I would never forgive myself if I passed up the opportunity to give you my business card and tell you about what I do.
- I am looking for sharp women to teach skin care and I'd love the chance to tell you about how it works. Have you ever tried our wonderful products?
- Excuse me, my business is looking for faces like yours .. I teach skin care for Mary Kay Cosmetics and I'd love to feature your face in my "Before and After portfolio."
- Would you consider hearing about what I do? I'd love to sit down over a cup of coffee and tell you why I love my business so much.

To use to open appointment:

- Are you happy doing what you're doing .. Do you want to do it the rest of your life?
- What do you like about the job you currently have? What would you change?
- Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it the most.

Close or use during objections:

- You'll never know if you never try.
- Think how many times in life that we hear people say, "Oh how I wish I had," be an, "I'm so glad I did it!"
- If I taught you everything I knew, do you think you could learn?
- If you knew you would not fail, would you try Mary Kay? We've never had anyone we couldn't teach!
- We don't want sales people... just caring women to teach skin care.
- When faced with any objection, the "Magic Words" are..."That's exactly why you need Mary Kay" (For instance, "I don't have any money." You say, "That's exactly why you need Mary Kay!")
- \$100 won't change your standard of living... but it could change your life.
- If something happened to your husband, could you take care of yourself and your family?
- How soon do you want to start making money? How long can you afford NOT to make money?



Challenge Yourself

Why not start building your team today? Hold team building appointments - set a goal to get to 100 NO's. You will be surprised at HOW MANY YES's that you get!