

Career Chat RESPONSES FROM YOUR HEART!

You are at the end of your interview. You've given her the facts and said the magic phrase: "What's holding you back from getting started today?" She has objections, you overcome them, and she is still hesitating! One of these phrases may help move her over the line.

1. You'll never know if you never try.
2. Think how many times in life we hear people say, 'Oh, how I wish I had.' Instead, why not be able to say 'Oh, I'm so glad I did!'
3. 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.
4. If I taught you everything I know, do you think you could learn?
5. Look your prospect right in the eyes. Touch her arm. Have a SINCERE look on your face (and FEEL that sincerity in your heart!) and say with conviction... You'd be great doing what I do.... I look for people of your caliber every day, and I'd love to work with you!
6. What do you like about the job you currently have? What would you like to change? (These questions will help you direct your approach.)
7. If you knew you could not fail, would you try Mary Kay? We have never had anyone we could not teach.
8. We do not want sales people, just trained Beauty Consultants.
9. If something happened to your husband, could you take care of yourself and your family in the style you are accustomed to?
10. How soon do you want to start making money? How long can you afford NOT to make money?
11. One hundred dollars won't change your standard of living, but it COULD change your life.
12. And... when faced with most objections, "That is exactly why you need Mary Kay. "