

## **“ROMANCING” WHAT WE DO**

**We’re gonna talk about colors that are good for you based on the color of your hair, your skin and your eyes. We’ll talk about what kind of look you like, whether it’s natural, career or dramatic.**

*(For brides only, add this here:*

*And for a Bride-to-be, what I do, that a makeup artist is not going to do, is that I’m gonna teach you. So, I’m gonna show you how to recreate that look for your bridal shower, your rehearsal dinner and, of course, your honeymoon. You want to look cute all the time!)*

**It’s totally free. You do not have to buy a single solitary thing and you’re definitely gonna learn a whole bunch of stuff about skin care and makeup tricks, so you can create that look everyday.**

**So, what would be better for you, during the week or on the weekend?**

## **GENERAL OBJECTIONS & THEIR RESPONSES**

### **I have no time-**

If you keep getting this objection over & over, then add the following words to your “what we do” script after the part, “so you can create that look everyday.” *And from the time we start with cleanser and end with lipstick, its only a ½ hour!*

### **I don’t wear makeup-**

Then we’ll only concentrate on how your skin looks... because truth be told, because you don’t wear makeup, its even more important to you that you take care of your skin... its totally exposed vs. a person who wears makeup.

### **I use another brand-**

My goal is not to change what you’re using, but to get your opinion. I want to know how Mary Kay matches up and why you like your brand. It helps me become a better consultant.

### **No thank you-**

You know what, \_\_\_\_? I gotta tell you something that I love. I love an honest woman! Thank you for releasing you and thank you for releasing me. Have a great day!