New Consultant Booking Script

Overcoming Objections

* **Yes…….**

Continue with “Great, what’s better for you….”

(Give 2 options until they have a date)

1. How to control when they work;
2. How NOT to book on meeting night.

* **No…….**

“I want to thank you so much, because I love an honest woman, and I am thanking you because I appreciate the fact that you are not going to fake me out and give me a date that you will be canceling on me. Thanks so much for being honest with me.

* **I’m happy with what I use…..**

“I’m clear, I’m not trying to get you to switch, but will you just practice with me? Besides – I’d love to get your \*opinion\* of ”

* **I don’t wear makeup…..**

“I’m clear, you’re not a make-up girl, but, if you could just practice with me, as soon as we’re done, you can just wash it off.”

* **I don’t have time …….**

“This would clearly be a favor for me. I got it…. you …. are….. doing me a favor…. but, if I didn’t need help, I promise you I wouldn’t ask you. I need to do 30 faces in 30 days, and borrowing your face is really important to me.”

* **I broke out from…..**

“\_\_\_\_\_\_\_, I’m clear and I would never ask you to put anything on your face to cause you to get even a baby pimple. So, here’s how you can help then. I need to do 30 faces in 30 days. Most women’s experience is not to break out from Mary Kay. So, can you get a few women…..like 2…., together and you just will skip the skin care part?”

* **No Money ……**

“\_\_\_\_\_\_\_\_\_, you don’t have to buy or get anything. This is practice for me. I really need your help.”