

OVERCOMING BOOKING OBJECTIONS:

1. I'M SO BUSY:..... I love doing business with busy people. You are the ones who get things done. Let's look about 2 weeks ahead. I really would like to get together with you. Let's do this, suppose we set a tentative date...What would be better...
2. MY HUSBAND WON'T LET ME..... Would he object to you getting your product for free? I'll help you earn it. Or I'm sure you may be able to have it at a friends home, better yet, you can have it at my home.
3. HOUSE IS A MESS:..... That's OK, you would be having 2 or 3 friends and they ARE probably used to coming over anyway. Better yet, you can have it at my house.
4. KIDS HOME: If you come up with a babysitter, I'll have a gift for her. Would that be a solution?
5. I'VE HAD A MARY KAY FACIAL: But you haven't had one with me!! I know I can make this product look fabulous on you.
6. ALL MY FRIENDS HAVE HAD ONE: Great! Then they are familiar with the Basics. I'll give them a glamour class and we can learn how to do makeovers.
7. I'M ON BRAND "X" AND LOVE IT:..... That's fine. Since you are obviously interested in skin care, and that is a good product, I would value your opinion. There of course is no obligation and I'd love to know how Mary Kay compares in your opinion.
8. DON'T KNOW ANYONE:..... If you ask 1 friend, and have her bring a friend, you would have a class (suggest relatives, clubs,...) I'll give you a nice gift.