

we ALL Have

D.R.E.a.M.S.

Name _____

Phone _____ Date _____

Consultant Name _____

important!! CONNECT WITH THE PERSON & BE EXCITED!

Say: *Thank you for meeting with me today, over the phone or in person. I appreciate you taking the time to listen to the benefits of the Mary Kay opportunity. I know you listened/watched the information about Mary Kay and learned a lot about my Director or the woman who shared the information. I would love to get to know you better! Tell me about YOU... HUSH & let her talk! By chance she's not sure how to answer, ask her: How do you spend most of your time? What do you do for fun?* Her answer will tell you her personality type. Study DISC:

<u>D</u>	<u>I</u>	<u>S</u>	<u>C</u>
Direct Get straight to the point!	Influential Attracted to prizes & having fun	Steady Loyal, family-oriented, slow to change	Detail Oriented Asks questions & needs more information

She may have already answered these questions, but ask her again. *So, now tell me...*

1. *What is your favorite MK Product?* (Use as her Welcome Bonus, gift for referrals, Hostess gift, etc)

2. *Did you learn anything new about MK that you didn't know before?*

3. *What excited you most about what you heard?*

4. *In your wildest dreams, if you were to consider MK for yourself, what would you enjoy?* Repeat back what she has said, *So you would enjoy...* then say, *Thinking ahead, how would your life be most blessed by joining MK today?*

5. *If this opportunity was something you would ever consider, what would be your biggest fear?*
Overcome her fear.

6. *If you could ask me any 2 questions, what would they be?* This will usually be her objection/fear. Most times, the real reason will be her question #2. Overcome her objections.

Tell her about the Starter Kit and all of the contents ~ retail products and educational items.

Knowing the Starter Kit is only \$100, is there any reason why we couldn't order your kit today and get you started? BE QUIET & let her answer. *I would love to have you on my team. I will teach you everything I know!*

Not Ready?

Offer for her to take the 24 hour pillow test (sleep on it!) and ask for permission to connect back with her. Remind her of her welcome gift.

No.

Invite her to your next meeting/event or to host a party. *The biggest compliment you could give me would be to refer anyone you know who would love to learn more about the MK opportunity.*

Is she an A, B, or C? A - Absolutely! Let's get my kit ordered!! B - Buying my products at wholesale will be great! C - Check back later! I'll continue to pay retail.