

Learn how to Recruit, not just to Market Information! Multiply Yourself!

1. What has been your experience with Mary Kay products? (good impression...bad impression)
2. Have you ever heard how we make our money? (what does she know...so you don't waste time)
3. Tell me about yourself? (reveals personality...helps you to tailor to her needs)
4. If you could change any one thing in your life right now, what would it be? (needs)
5. Share why you are building your business—tell her your goal. (women want to be part of a winning team)
6. This is how our Marketing Plan works. (Go over fast...fun facts.)
7. After hearing all that, what was NOT answered that you would need to know in order to make a decision about this opportunity for you?
8. What is the most appealing thing to you right now?
9. If you don't become a consultant, where do you see yourself a year from now?
10. If you were to become a consultant today, what will be improved a year from now?
11. What qualities do you have that would make you shine as a consultant?
12. What are the two most important reasons for you to become a consultant today?
13. It does sound like you'd be an excellent consultant. Why don't you give it a try?
14. *What would hold you back from ordering your starter kit with me today?*

HOW TO APPEAR CONFIDENT

Control your attitude toward yourself and other people. Expect acceptance and grant it.

Don't try to read what others are thinking. But be aware that they're reading you, and give them what you want them to see. Your facial expression should be relaxed, the corners of the mouth lifted, lips apart, and slightly smiling. Scared people frown; confident people smile.

Initiate. You can't wait for someone else to break the ice. Initiate humor; initiate touching.

Take your time. Pause when you enter a room, and frequently as you speak.

Ask Questions. You'll make somebody else feel important.

Touch. The one who touches is in control. How you touch is important. Touch only acceptable places, such as the wrist, arm, and shoulder.

Show you're human. Deal as one human to another, not one role to another. As humans we are equal. Most people want to lower themselves when they petition. But that only makes the person you're talking to uncomfortable.