

[get going...]

What To Say To Her

K.I.S.S.: Keep it simple sweetie, she wants to know two things: would she like to do this and how much money she can make

Keep it honest: present just the facts

Keep it sincere: let her know how the MK opportunity can benefit her, listen to her needs and wants and explain how Mary Kay can meet those for her

When she says YES!

Practice urgency

1. Let her know that you are in her area, ask if you can drop off the paperwork to get started
2. I will be taking care of somethings on my computer today, would you mind if I sent you the link to get started