

OBJECTION:

**“I Can’t Sell.”**

“That’s no problem! I felt that way before.

We don’t sell; we teach skin care and share about our products.

If I teach you, do you think you can learn?”

OBJECTION:

**“I Can’t Sell.”**

“That’s no problem! I felt that way before.

We don’t sell; we teach skin care and share about our products.

If I teach you, do you think you can learn?”

OBJECTION:

**“I Can’t Sell.”**

“That’s no problem! I felt that way before.

We don’t sell; we teach skin care and share about our products.

If I teach you, do you think you can learn?”

OBJECTION:

**“I Can’t Sell.”**

“That’s no problem! I felt that way before.

We don’t sell; we teach skin care and share about our products.

If I teach you, do you think you can learn?”

OBJECTION:

**“I don’t have the money.”**

“Then you need to become a Mary Kay Consultant!”

You are a kind, sharp, intelligent woman that needs to have disposable income.

I am sharing an opportunity that gives you complete control to have disposable cash when you need it.

Tell me, when will you be in a position to have complete control over having disposable income whenever you want or need it?”

OBJECTION:

**“I don’t have the money.”**

“Then you need to become a Mary Kay Consultant!”

You are a kind, sharp, intelligent woman that needs to have disposable income.

I am sharing an opportunity that gives you complete control to have disposable cash when you need it.

Tell me, when will you be in a position to have complete control over having disposable income whenever you want or need it?”

OBJECTION:

**“I don’t have the money.”**

“Then you need to become a Mary Kay Consultant!”

You are a kind, sharp, intelligent woman that needs to have disposable income.

I am sharing an opportunity that gives you complete control to have disposable cash when you need it.

Tell me, when will you be in a position to have complete control over having disposable income whenever you want or need it?”

OBJECTION:

**“I don’t have the money.”**

“Then you need to become a Mary Kay Consultant!”

You are a kind, sharp, intelligent woman that needs to have disposable income.

I am sharing an opportunity that gives you complete control to have disposable cash when you need it.

Tell me, when will you be in a position to have complete control over having disposable income whenever you want or need it?”

OBJECTION:

**“I don’t have the time.”**

“I know how you feel. I felt the same way.

Before I began my business I worked from 8-6 pm and sometimes on my day off! But I found my needs for other things in my life had been set aside and I was working for someone else’s goals.

I found that when you want something bad enough for your family or yourself you’ll find the time.

Did you have time 5 years ago?  
Will you have time 5 years from now?

OBJECTION:

**“I don’t have the time.”**

“I know how you feel. I felt the same way.

Before I began my business I worked from 8-6 pm and sometimes on my day off! But I found my needs for other things in my life had been set aside and I was working for someone else’s goals.

I found that when you want something bad enough for your family or yourself you’ll find the time.

Did you have time 5 years ago?  
Will you have time 5 years from now?

OBJECTION:

**“I don’t have the time.”**

“I know how you feel. I felt the same way.

Before I began my business I worked from 8-6 pm and sometimes on my day off! But I found my needs for other things in my life had been set aside and I was working for someone else’s goals.

I found that when you want something bad enough for your family or yourself you’ll find the time.

Did you have time 5 years ago?  
Will you have time 5 years from now?

OBJECTION:

**“I don’t have the time.”**

“I know how you feel. I felt the same way.

Before I began my business I worked from 8-6 pm and sometimes on my day off! But I found my needs for other things in my life had been set aside and I was working for someone else’s goals.

I found that when you want something bad enough for your family or yourself you’ll find the time.

Did you have time 5 years ago?  
Will you have time 5 years from now?

OBJECTION:

More of...

**“I don’t have the time.”**

“We find that busy people make the best consultants and get the most done.

If I could guarantee you \$25-40/hr for over-time, could you find the time?

I’m a busy person, too! That’s why I told YOU about the business plan.”

OBJECTION:

More of...

**“I don’t have the time.”**

“We find that busy people make the best consultants and get the most done.

If I could guarantee you \$25-40/hr for over-time, could you find the time?

I’m a busy person, too! That’s why I told YOU about the business plan.”

OBJECTION:

More of...

**“I don’t have the time.”**

“We find that busy people make the best consultants and get the most done.

If I could guarantee you \$25-40/hr for over-time, could you find the time?

I’m a busy person, too! That’s why I told YOU about the business plan.”

OBJECTION:

More of...

**“I don’t have the time.”**

“We find that busy people make the best consultants and get the most done.

If I could guarantee you \$25-40/hr for over-time, could you find the time?

I’m a busy person, too! That’s why I told YOU about the business plan.”

OBJECTION:

**“I’m too shy.”**

“I know how you feel. I was shy, too. But I have found that...

You’ll be working with people who will become your friends.

The average woman relates to you.

Do you always want to be this way? Mary Kay has a great self-improvement course.”

OBJECTION:

**“I’m too shy.”**

“I know how you feel. I was shy, too. But I have found that...

You’ll be working with people who will become your friends.

The average woman relates to you.

Do you always want to be this way? Mary Kay has a great self-improvement course.”

OBJECTION:

**“I’m too shy.”**

“I know how you feel. I was shy, too. But I have found that...

You’ll be working with people who will become your friends.

The average woman relates to you.

Do you always want to be this way? Mary Kay has a great self-improvement course.”

OBJECTION:

**“I’m too shy.”**

“I know how you feel. I was shy, too. But I have found that...

You’ll be working with people who will become your friends.

The average woman relates to you.

Do you always want to be this way? Mary Kay has a great self-improvement course.”

OBJECTION:

## **“I’m not the Sales Type.”**

“That’s why I’m talking with you. We are looking for women are are NOT the Sales type. Wouldn’t you agree that women who attract and not attack are the most successful?”

We all sell something all the time. We sell our kids on things we want them to do, our spouses on what type of furniture, movies, books...

If I could teach you how to be good at what I do without being aggressive, do you think you an learn?

OBJECTION:

## **“I’m not the Sales Type.”**

“That’s why I’m talking with you. We are looking for women are are NOT the Sales type. Wouldn’t you agree that women who attract and not attack are the most successful?”

We all sell something all the time. We sell our kids on things we want them to do, our spouses on what type of furniture, movies, books...

If I could teach you how to be good at what I do without being aggressive, do you think you an learn?

OBJECTION:

## **“I’m not the Sales Type.”**

“That’s why I’m talking with you. We are looking for women are are NOT the Sales type. Wouldn’t you agree that women who attract and not attack are the most successful?”

We all sell something all the time. We sell our kids on things we want them to do, our spouses on what type of furniture, movies, books...

If I could teach you how to be good at what I do without being aggressive, do you think you an learn?

OBJECTION:

## **“I’m not the Sales Type.”**

“That’s why I’m talking with you. We are looking for women are are NOT the Sales type. Wouldn’t you agree that women who attract and not attack are the most successful?”

We all sell something all the time. We sell our kids on things we want them to do, our spouses on what type of furniture, movies, books...

If I could teach you how to be good at what I do without being aggressive, do you think you an learn?

OBJECTION:

**“I am not like you.”**

“That’s great! I don’t want you to be like me.  
I want you to be like yourself!

I am good at what I do because I am who I  
am. You’ll enjoy what you do because of  
who you are.

I’ll hope you’ll share you with other people.”

OBJECTION:

**“I am not like you.”**

“That’s great! I don’t want you to be like me.  
I want you to be like yourself!

I am good at what I do because I am who I  
am. You’ll enjoy what you do because of  
who you are.

I’ll hope you’ll share you with other people.”

OBJECTION:

**“I am not like you.”**

“That’s great! I don’t want you to be like me.  
I want you to be like yourself!

I am good at what I do because I am who I  
am. You’ll enjoy what you do because of  
who you are.

I’ll hope you’ll share you with other people.”

OBJECTION:

**“I am not like you.”**

“That’s great! I don’t want you to be like me.  
I want you to be like yourself!

I am good at what I do because I am who I  
am. You’ll enjoy what you do because of  
who you are.

I’ll hope you’ll share you with other people.”

OBJECTION:

## **“I Want To Think About It.”**

“Are there any questions that I can answer?”

Mary Kay is taking a 90% chance that you will and a 10% chance from you that you won't.

I have found that we can talk ourselves out of anything. Decisions can cause anxiety and Mary kay isn't about anxiety. Can I ask that you make a decision in 24 hours?

I know we can worry about whether we are making the right decision. But I have found that success in life isn't in making the right decisions, but making decisions and making the decisions right!”

OBJECTION:

## **“I Want To Think About It.”**

“Are there any questions that I can answer?”

Mary Kay is taking a 90% chance that you will and a 10% chance from you that you won't.

I have found that we can talk ourselves out of anything. Decisions can cause anxiety and Mary kay isn't about anxiety. Can I ask that you make a decision in 24 hours?

I know we can worry about whether we are making the right decision. But I have found that success in life isn't in making the right decisions, but making decisions and making the decisions right!”

OBJECTION:

## **“I Want To Think About It.”**

“Are there any questions that I can answer?”

Mary Kay is taking a 90% chance that you will and a 10% chance from you that you won't.

I have found that we can talk ourselves out of anything. Decisions can cause anxiety and Mary kay isn't about anxiety. Can I ask that you make a decision in 24 hours?

I know we can worry about whether we are making the right decision. But I have found that success in life isn't in making the right decisions, but making decisions and making the decisions right!”

OBJECTION:

## **“I Want To Think About It.”**

“Are there any questions that I can answer?”

Mary Kay is taking a 90% chance that you will and a 10% chance from you that you won't.

I have found that we can talk ourselves out of anything. Decisions can cause anxiety and Mary kay isn't about anxiety. Can I ask that you make a decision in 24 hours?

I know we can worry about whether we are making the right decision. But I have found that success in life isn't in making the right decisions, but making decisions and making the decisions right!”

OBJECTION:

## **“My Children Are Too Small.”**

“Perfect! In Mary Kay, having children is almost a requirement! You will love the flexibility.

Your children can be part of your business!

They give you a reason to succeed.

Children who grow up in Mary Kay receive wonderful legacies.

You need something just for you.”

OBJECTION:

## **“My Children Are Too Small.”**

“Perfect! In Mary Kay, having children is almost a requirement! You will love the flexibility.

Your children can be part of your business!

They give you a reason to succeed.

Children who grow up in Mary Kay receive wonderful legacies.

You need something just for you.”

OBJECTION:

## **“My Children Are Too Small.”**

“Perfect! In Mary Kay, having children is almost a requirement! You will love the flexibility.

Your children can be part of your business!

They give you a reason to succeed.

Children who grow up in Mary Kay receive wonderful legacies.

You need something just for you.”

OBJECTION:

## **“My Children Are Too Small.”**

“Perfect! In Mary Kay, having children is almost a requirement! You will love the flexibility.

Your children can be part of your business!

They give you a reason to succeed.

Children who grow up in Mary Kay receive wonderful legacies.

You need something just for you.”

OBJECTION:

## **“Wait Until...”**

“Honestly, there will probably never be a ‘right time.’

We’ll teach you how to be successful and sail on choppy waters.

What would make it the perfect time?

You know, I have found that a person can’t wait at home for all the lights to be green to get somewhere—it may never happen.”

OBJECTION:

## **“Wait Until...”**

“Honestly, there will probably never be a ‘right time.’

We’ll teach you how to be successful and sail on choppy waters.

What would make it the perfect time?

You know, I have found that a person can’t wait at home for all the lights to be green to get somewhere—it may never happen.”

OBJECTION:

## **“Wait Until...”**

“Honestly, there will probably never be a ‘right time.’

We’ll teach you how to be successful and sail on choppy waters.

What would make it the perfect time?

You know, I have found that a person can’t wait at home for all the lights to be green to get somewhere—it may never happen.”

OBJECTION:

## **“Wait Until...”**

“Honestly, there will probably never be a ‘right time.’

We’ll teach you how to be successful and sail on choppy waters.

What would make it the perfect time?

You know, I have found that a person can’t wait at home for all the lights to be green to get somewhere—it may never happen.”

OBJECTION:

**“My Husband doesn’t want me to work.”**

“How do you feel about that?”

He can’t make a decision without knowing all the facts. He owes it to himself and to you to listen to the possibilities. I’m sure when he hears the business plan he will be impressed.”

OBJECTION:

**“My Husband doesn’t want me to work.”**

“How do you feel about that?”

He can’t make a decision without knowing all the facts. He owes it to himself and to you to listen to the possibilities. I’m sure when he hears the business plan he will be impressed.”

OBJECTION:

**“My Husband doesn’t want me to work.”**

“How do you feel about that?”

He can’t make a decision without knowing all the facts. He owes it to himself and to you to listen to the possibilities. I’m sure when he hears the business plan he will be impressed.”

OBJECTION:

**“My Husband doesn’t want me to work.”**

“How do you feel about that?”

He can’t make a decision without knowing all the facts. He owes it to himself and to you to listen to the possibilities. I’m sure when he hears the business plan he will be impressed.”

OBJECTION:

**“My Husband would never let me.”**

“You’re right. He may not want you to do Mary Kay.

Mine didn’t. But he’s glad I’m doing it now.

Men love money, and so your first job to convince him that this is what you want to do. Show your commitment when you talk with him. He won’t be excited about it unless you are.  
Ask him for his support.

Like my husband, once you get started and he sees how much money you can make, he will send you out the door to teach the classes!”

OBJECTION:

**“My Husband would never let me.”**

“You’re right. He may not want you to do Mary Kay.

Mine didn’t. But he’s glad I’m doing it now.

Men love money, and so your first job to convince him that this is what you want to do. Show your commitment when you talk with him. He won’t be excited about it unless you are.  
Ask him for his support.

Like my husband, once you get started and he sees how much money you can make, he will send you out the door to teach the classes!”

OBJECTION:

**“My Husband would never let me.”**

“You’re right. He may not want you to do Mary Kay.

Mine didn’t. But he’s glad I’m doing it now.

Men love money, and so your first job to convince him that this is what you want to do. Show your commitment when you talk with him. He won’t be excited about it unless you are.  
Ask him for his support.

Like my husband, once you get started and he sees how much money you can make, he will send you out the door to teach the classes!”

OBJECTION:

**“My Husband would never let me.”**

“You’re right. He may not want you to do Mary Kay.

Mine didn’t. But he’s glad I’m doing it now.

Men love money, and so your first job to convince him that this is what you want to do. Show your commitment when you talk with him. He won’t be excited about it unless you are.  
Ask him for his support.

Like my husband, once you get started and he sees how much money you can make, he will send you out the door to teach the classes!”

OBJECTION:

**“I Love My Job.”**

“Wonderful!

Many women work their Mary Kay Business as a hobby or part-time while enjoying a career they also love. Mary Kay isn't looking to replace your career unless you want it to.

Could you use an extra \$100 a week?”

OBJECTION:

**“I Love My Job.”**

“Wonderful!

Many women work their Mary Kay Business as a hobby or part-time while enjoying a career they also love. Mary Kay isn't looking to replace your career unless you want it to.

Could you use an extra \$100 a week?”

OBJECTION:

**“I Love My Job.”**

“Wonderful!

Many women work their Mary Kay Business as a hobby or part-time while enjoying a career they also love. Mary Kay isn't looking to replace your career unless you want it to.

Could you use an extra \$100 a week?”

OBJECTION:

**“I Love My Job.”**

“Wonderful!

Many women work their Mary Kay Business as a hobby or part-time while enjoying a career they also love. Mary Kay isn't looking to replace your career unless you want it to.

Could you use an extra \$100 a week?”

OBJECTION:

**“I Know of Someone who did this and quit.”**

“You wouldn’t want to base your potential for success on someone else’s failure, would you?”

It’s my responsibility to help you get started and believe in you. I know you will do great or I wouldn’t be investing time with you.”

OBJECTION:

**“I Know of Someone who did this and quit.”**

“You wouldn’t want to base your potential for success on someone else’s failure, would you?”

It’s my responsibility to help you get started and believe in you. I know you will do great or I wouldn’t be investing time with you.”

OBJECTION:

**“I Know of Someone who did this and quit.”**

“You wouldn’t want to base your potential for success on someone else’s failure, would you?”

It’s my responsibility to help you get started and believe in you. I know you will do great or I wouldn’t be investing time with you.”

OBJECTION:

**“I Know of Someone who did this and quit.”**

“You wouldn’t want to base your potential for success on someone else’s failure, would you?”

It’s my responsibility to help you get started and believe in you. I know you will do great or I wouldn’t be investing time with you.”

OBJECTION:

**“I don’t want to obligate my friends.”**

“I know how you feel. I felt that way before. But I have found that the product sells itself.

They buy makeup somewhere.

Mary Kay has been the #1 Best-selling brand in the U.S. for \_\_\_ years in a row.

Once they have tried it, they have thanked me!”

OBJECTION:

**“I don’t want to obligate my friends.”**

“I know how you feel. I felt that way before. But I have found that the product sells itself.

They buy makeup somewhere.

Mary Kay has been the #1 Best-selling brand in the U.S. for \_\_\_ years in a row.

Once they have tried it, they have thanked me!”

OBJECTION:

**“I don’t want to obligate my friends.”**

“I know how you feel. I felt that way before. But I have found that the product sells itself.

They buy makeup somewhere.

Mary Kay has been the #1 Best-selling brand in the U.S. for \_\_\_ years in a row.

Once they have tried it, they have thanked me!”

OBJECTION:

**“I don’t want to obligate my friends.”**

“I know how you feel. I felt that way before. But I have found that the product sells itself.

They buy makeup somewhere.

Mary Kay has been the #1 Best-selling brand in the U.S. for \_\_\_ years in a row.

Once they have tried it, they have thanked me!”

OBJECTION:

**“It’s not the right time for me.”**

“I know how you feel. When I was approached, I thought of all the reasons I couldn’t do it.

Why do you feel it is not the right time for you?

Now, tell me why you COULD do it.

Mary Kay is designed for you to work it in and around the things you are already doing. Is there any reason why you couldn’t give it a try?”

OBJECTION:

**“It’s not the right time for me.”**

“I know how you feel. When I was approached, I thought of all the reasons I couldn’t do it.

Why do you feel it is not the right time for you?

Now, tell me why you COULD do it.

Mary Kay is designed for you to work it in and around the things you are already doing. Is there any reason why you couldn’t give it a try?”

OBJECTION:

**“It’s not the right time for me.”**

“I know how you feel. When I was approached, I thought of all the reasons I couldn’t do it.

Why do you feel it is not the right time for you?

Now, tell me why you COULD do it.

Mary Kay is designed for you to work it in and around the things you are already doing. Is there any reason why you couldn’t give it a try?”

OBJECTION:

**“It’s not the right time for me.”**

“I know how you feel. When I was approached, I thought of all the reasons I couldn’t do it.

Why do you feel it is not the right time for you?

Now, tell me why you COULD do it.

Mary Kay is designed for you to work it in and around the things you are already doing. Is there any reason why you couldn’t give it a try?”

OBJECTION:

**“I don’t want to.”**

“May I ask you why?”

OBJECTION:

**“I don’t want to.”**

“May I ask you why?”

OBJECTION:

**“I don’t want to.”**

“May I ask you why?”

OBJECTION:

**“I don’t want to.”**

“May I ask you why?”