

"Magic Words" to help you Recruit!

- Are you happy doing what you're doing .. Do you want to do it the rest of your life?
- You are so sharp .. I would never forgive myself if I passed up the opportunity to give you my business card and tell you about what I do.
- You might think I'm crazy .. Have you ever been approached to teach skin care?
- Mary Kay Cosmetics has asked us to expand in this area .. We are looking for sharp women to teach skin care and I'd love the chance to tell you about how it works. Have you ever tried our wonderful products?
- Excuse me, my business is looking for faces like yours .. I teach skin care for Mary Kay Cosmetics and I'd love to feature your face in my "Before and After portfolio."
- I couldn't hold but notice how efficient you are .. you'd be so great doing what I do .. I teach skin care with Mary Kay Cosmetics and you are EXACTLY THE KIND OF WOMAN I'M LOOKING FOR!
- Would you consider hearing about what I do? I'd love to sit down over a cup of coffee and tell you why I love my business so much.
- I'll bet this is not the first time you've been approached to become a skin care consultant with Mary Kay Cosmetics is it? You are so attractive (*so sharp .. Or whatever it was that drew your attention to her.*)
- Excuse me, but I'm certain you must be in the glamour business the way you look .. (*wait for her reply.*) If she says "No", tell her she ought to be! Invite her to a model night or feature her in your portfolio.and, in closing your recruits!

- You'll never know if you never try.
- Think how many times in life that we hear people say "*Oh how I wish I had,*" be an "*I'm so glad you did it*"
- If I taught you everything I knew, do you think you could learn? (*No one like to admit they're not trainable*)
- Look your possible recruit right in the eyes, touch her arm, have a sincere look on your face and say with conviction, "*You be great doing what I do .. I look for people of your caliber every day! I'd love to work with you.*"
- What do you like about the job you currently have? What would you change? (That's the key question for your direct approach.)
- If you knew you would not fail, would you try Mary Kay? We've never had anyone we couldn't teach!
- We don't want sales people... just caring women to teach skin care.
- Are you ready???? For a new career??!!
- If something happened to your husband, could you take care of yourself and your family in the style you're accustomed to?
- How soon do you want to start making money? How long can you afford NOT to make money?
- Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it the most.
- \$100 won't change your standard of living... but it could change your life.
- When faced with any objection, the "Magic Words" are..."That's exactly why you need Mary Kay" Try in on. "I don't have any money" *** "That's exactly why you need Mary Kay!"

"I'm new in the area" **** "That's exactly why you need Mary Kay!"

"I'm too shy" *** "That's exactly why you need Mary Kay!"

"I work too much" *** "That's exactly why you need Mary Kay!"