

Skin Care Survey Script

***"Hi! Do you have a minute to fill out this survey???* Great! While she is filling it out say nothing OR "If you would ever enjoy a pampering makeover, I'd love to be the one to treat you. What is the one thing you would change about your skin? Have a great day!"**

It wets her appetite even more! Are you getting the picture? YOU OFFER A SERVICE as well as connect them with an incredible product (not available in stores). YOU are the connection between THEM and the #1 brand. This isn't osmosis, it's "Offering the Mostest" Get offering! Don't be scared that you don't know everything. Instead, RUN to in-touch for product knowledge, watch a glamour DVD the company offers or on Mary Kay UTube Channel, READ your skin care procedure, watch a superstar in action at her facial or class, and GET GREAT at what you do. You already know much more about the benefits of our product than 90% of the public because only 10% are current loyal Mary Kay customers. So.... Go OFFER the remaining 90% your great product!

Yes, you have to get past the 'no's' to get to the yes'es, but the rewards are well worth it! [Get over yourself!!](#) Don't be as concerned about "what they might think about YOU" as How this could benefit THEM! Ask yourself as well: "how this could benefit my family or THINK about how good it will feel when you earn that car and know your endurance and persistence has paid off. (Not pushing people, but pushing yourself when the average 'bird' wouldn't have!) Quit living in the "Winnie World" and get over yourself! Be more about helping others! Being courageous enough to HELP someone! Being bold enough to let people know what you do! You are the "fashion expert", the "consultant for her beauty needs", the holder of GREAT SKIN CARE that could make her feel & look better for years to come. Quit hiding the secret and get the word out.

It's the only way you'll find the LOYAL, CONSISTENT, AWESOME CUSTOMERS & the TEAM YOU DESERVE.

I got into this business because it was THE BEST way I could manage my time, gifts, and goals. Your business is a VEHICLE. Where are you driving in your vehicle ?

Are you even "driving" or moving or are you frozen with needless fear?! GET ROLLING!

***We all feel the Fear and DO IT ANYWAY! Courage is not the absence of fear,
but feeling the fear and doing it anyway!***