

# Overcoming Selling Objections

I just bought a supply of brand X

May I ask you a question? Having tried Mary Kay, do you feel like it is as good or better than what you are using? I would love for you to try our products. If you try them for 2 weeks and aren't completely satisfied, it is 100% guaranteed!



I don't have the money.

You know, I can understand that. If I could show you a way to earn part or all of the products you want, would you be interested?

I would love for you to be able to take home the products you want tonight and we can work out a plan to pay for part of it and earn the rest through hostess credit.



My husband would have a fit!

Are you currently using some kind of skincare products?

Well, wouldn't your husband be willing to let you spend your money on a product that will work and is 100% guaranteed if you are unsatisfied? I know mine would. We have several ways to make the payments easy on both of you!

Great! Would you like to use cash, check or credit card?

I tried MK and it broke me out!

I'm allergic!

I'm so sorry! If you don't mind my asking, what kind of problem did you have? Was it an allergic reaction with itchiness and redness or did you break out with blemishes? Did your consultant work with you at a follow-up facial to solve the problem? Often times, if a consultant is not well trained they can misformulate products. That can be disastrous! Were you able to take advantage of \$back guarantee? Since we have cutting edge new products, I would love to have the chance to make it right for you. You can bring along the old product and I will give you credit for them.

