

Listen for a _____ follow up questions.

- 1. What did you think of the call over-all?**
- 2. Is there anything that surprised or impressed you about Mary Kay? Maybe you used to think one thing about it and then you heard something else and were really surprised.**
- 3. Do you have any questions or curiosities about our business plan? How we make money, how we earn cars etc (I know she covers a lot of this info)**
- 4. If you remember in the call, she asks you on a scale of 1-10, 1 meaning you'd never do Mary Kay and 10 meaning you'd sign up today, do you remember what you thought in your head when she said that?**

Based on what she says you may go different directions

NO MATTER WHAT TELL HER YOUR BONUS FOR SIGNING!!!

If she says "I would probably never do this but it was interesting" say "Awesome, thank you so much for listening! We need great customers too!"

If she says, "I'm just not sure I have the time, energy etc" I'd maybe say something like "most people do something like this super part time and for what it's worth I think you'd be great". Would you be ok with me emailing you some more information? Send her "the email" and then ask her if it's ok if you follow up to see what she thinks of it

If she seems even sort of interested or says "I would so do this but maybe later" I ask to send her "the email" and then I also ask if its ok to send the online email agreement—tell her just in case she wakes up at 2 am and decides to do it then she can go into email and fill it out, otherwise she can delete it if not.

Other closing question/statements:

1. What would it take for you to go from a 7 to a 10?
2. Is this something you would ever do for extra fun or extra money?
3. What did you really like about Mary Kay? Since you were a ____ on the interest scale I thought I'd ask!
4. You seem excited about it what do you think? (I ask this if I think she's interested)
5. Is Mary Kay something that could benefit you in your life right now?
6. If she wants to think about it "Don't forget the What-ifs. This is what drove me crazy enough to try it. I never thought I'd be good but then I thought what if I was? What if I earned a car? And I thought I'd never know until I tried it.