

Overcoming Objections

I'm Busy

I understand how you feel, I'm busy too. And busy women deserve the most pampering. What I've found is we can do your facial in less than an hour, And I've even been known to fit it into a lunch hour (or Naptime)

I Don't Have Any Money

That's okay the facial is free! And especially if things are tight for you right now, you probably need a little bit of pampering! You'll still be helping me with my training!

I Don't Wear Makeup

That's okay, this appt is all about healthy skin, no makeup required. You'll get to try some skin-loving products, and you'll be helping me with my training.

I Use Brand X

Wow that's a great product, I can tell you appreciate quality. I'd love to get your opinion as to how Mary Kay compares to that brand. It would really help me with my training.