FOUR BUYING OBJECTIONS

1. **I DON'T HAVE THE MONEY.**

   I understand, and there's no reason why we can't work out a way for you to have whatever you need…I have a payment plan, lay-away, and take Visa, MasterCard, and Discover. Do I have your permission to show you how other clients of mine have gotten their MK? Great….(then suggest postdated checks or possibly hosting a class or just starting with the Basic.) Be creative…it's your business.

2. **I JUST BOUGHT BRAND "X"**

   I understand, and that is not a problem, may I make a suggestion? Great! Why not finish up using what you have and if you'd like, I'll call you in a few weeks and you can then replace what you have with MK…and we will go ahead and schedule your check up facial and try new color cosmetics to do your before and after picture. Doesn't that sound like a good idea? When is better for you…this week or next?

3. **I HAVE TO CHECK WITH MY HUSBAND FIRST**

   I understand how you feel. In our family there are some buying decisions my husband makes without me like what kind of lawnmower to buy…and I pretty much decide what is best for me…and besides, I promise it's easier to ask forgiveness than it is permission. Why not go ahead and get what you need now and then you can get the rest later if he agrees? How does that sound? Great!

4. **I DON'T THINK I WOULD REALLY USE IT**

   I know how you feel, before I started using MK's basic, I felt the same way, but do you know what I found? I needed to learn to take a little extra time for myself and getting into a routine was good for me. Just like a good night's sleep, good diet, and exercise, my skin care routine keeps me balanced and feeling good about myself. Let me go over the steps again and show you how little time it really takes.

***Take the time to learn to respond to routine objections. Women want to buy, but hate to be sold. Sometimes I wanted to buy something but just needed to give myself permission. Learn to listen and respond using these scripts and you will not have a problem in this area.