

DAVID COOPER POSITIVE QUESTIONS

As you are asking these, be smiling, nodding your head up and down and looking them in the eye. **Flip your hand up fast (Raise your hand.) when appropriate and your customers will do the same.** Every time they raise their hand it is worth \$10-\$20 in your pocket. Memorize these and tape them on your "Master" Copy of your beauty book for your appointments,

Would you be pleased to get more compliments all the time?
(Page 15 Raise your hand.)

Would it be great to save money? Who could get excited about free products?
(Page 4 Raise your hand.)

Do you see the benefit in having a 100% satisfaction guarantee on every product?
(Page 5 SMILE NOD)

How many of you are glad that with Mary Kay you get to try before you buy?
(Raise your hand. Page 4)

Could you get excited about having a softer more radiant glow to your complexion?
(Page 6 smile nod)

Would you be pleased if you could see and feel the difference in your skin immediately? You will.
(Smile nod Page 6)

Is it going to be fun when people start complimenting you because your skin looks so smooth and radiant? (Page 6 smile nod)

Is it wonderful to find that Mary Kay has developed Age-fighting products to meet our needs?
(Smile nod page 7)

Let me ask you this - Does it just make sense to protect the skin that we worked to hard to take care of?
(Smile nod Page 10)

Do me a favor and look at the close-up of the woman's eyes on page 7? Can you see the advantage of taking just a few minutes each day in order to have softer and prettier skin? (Smile nod page 7)

Is it great to know that Mary Kay has made coordinating our look so simple?
(Smile nod Page 14)

Does it make sense to start immediately using not only the skin care products in the Miracle Set but the same colors you used today so that you can start looking this good everyday? (smile, nod page 15)

Let me ask you this – How will your complexion look 5 years from now? It will look according to how well you take care of it today! Don't you feel that you deserve to splurge and pamper your complexion with that extra touch of class that comes with our Beauty Essentials Collection?
(Page 17 smile nod)

How many of you can get excited that Mary Kay now takes Mastercard, Visa and Discover? Payment plans, etc..
(Raise your hand. page 17)

Isn't it wonderful to find a business like this where women can work around their current activities and still make extra money even part-time? Who could use some extra cash every month? (Raise your hand. page 2)

Did you know that if you want lines and wrinkles to go away, a Dermatologist would prescribe Retinoids to smooth your skin? I can save you the time and expense with our winning combination using the Day and Night Solution! (smile, nod, page 6 or 7)

May I read you a funny story?
You tell me if this is true:
"A Wrinkle In Time"

At the age of 20 No Wrinkles
25 Forehead and Laugh lines appear
30 Crow feet emerge
35 Permanent wrinkles from nose to neck
40 Nose, earlobe and chin creases form,
50 Folds on neck begin to form
60 Mouth wrinkles deepen and at
70 Wrinkles overlap and crisscross!!
(giggle, smile nod, page 7)

Did you enjoy yourself?

How does your skin feel?

Well, You know your situation better than me, and I will work with you either way, but would you rather start out with **“basic skin care and color”** or the **“extra touch of class that you get with the roll up bag complete collection”** ?