

Powerful Words to Help you Recruit



*Are you happy doing what you're doing? Do you want to do it for the rest of your life?

*You are so sharp. I would never forgive myself if I passed up the opportunity to give you my

business card and tell you about what I do.

*Mary Kay Cosmetics wants to expand the number of consultants in our area who teach skin care,

and I'd love the opportunity to tell you about what I do. Have you ever tried our wonderful products?

*My business is looking for pretty faces like yours. I'm a Beauty Consultant for Mary Kay Cosmetics, and I'd love to feature you in my before and after portfolio.

*I couldn't help noticing how efficient you are at what you do. You'd be great doing what I do. I

teach skin care with Mary Kay Cosmetics, and you are exactly the kind of person I'm looking for!

*Would you consider hearing about a better way of life? I'd love to sit down over a cup of coffee

and tell you briefly about what I do.

*I'll bet this is not the first time you've been approached to become a Beauty Consultant with

Mary Kay Cosmetics, is it? You are so attractive (or whatever it was that drew your attention to

her). Do you have a Beauty Consultant right now? (If she does, suggest she ask her consultant

about the career opportunity.)

*Excuse me, but I'm certain the way you look, you must be in the glamour industry. (Wait for a

reply. If she says no, tell her she ought to be! Invite her to a model night or feature her in your

portfolio.)

AND TO CLOSE THE RECRUITS!

· You'll never know if you never try.

· Think how many times in life we hear people say, "Oh, how I wish I had"

· If I taught you everything I knew, do you think you could learn? (No one likes to admit they're not trainable.)

· Look your possible recruit right in the eyes, touch her arm, have a sincere look on your face

and say with conviction "You'd be great doing what I do. I look for people of your caliber every day! I'd love to work with you!"

· What do you like about the job you currently have? What would you change? (That's the key question for you to direct your approach)

· We don't want salespeople, just trained Beauty consultants