

Ask Each Question and LISTEN -

Focusing on HER and how this can benefit HER.



- "What can you relate to from this video?"
- "If you could change one thing about your life or career, what would it be?"
- "What do you value most in life right now?"
- "If I could show you how to keep what you value and get what you want, would you be open to giving Mary Kay a try?"
- "If we had only 5 minutes together, what would you need to know in order to make a decision about our company?"

LISTEN!!!

Answer her questions! You may or may not have to go into the entire marketing plan. Be sensitive to **HER** needs and treat each interview individually! Apply your knowledge of **D I S C!**

HOW TO APPEAR CONFIDENT

Control your attitude toward yourself and other people. Expect acceptance and grant it.

Don't try to read what others are thinking. But be aware that they're reading you, and give them what you want them to see. Your facial expression should be relaxed, the corners of the mouth lifted, lips apart, and slightly smiling. Scared people frown; confident people smile.

Initiate. You can't wait for someone else to break the ice. Initiate humor; initiate touching.

Take your time. Pause when you enter a room, and frequently as you speak.

Ask Questions. You'll make somebody else feel important.

Touch. The one who touches is in control. How you touch is important. Touch only acceptable places, such as the wrist, arm, and shoulder.

Show you're human. Deal as one human to another, not one role to another. As humans we are equal. Most people want to lower themselves when they petition. But that only makes the person you're talking to uncomfortable.