

Neighborhood survey...

I can't tell you the difference this made in my personal business. Go for it. People are so wonderful!!

Acres of Diamonds in your own Back Yard!!!!

(I dressed in a cute skirt, top and sandals and brought a clip board with sheets of paper and the 4 questions. Just knock on the door and say.....)

Hi, I am _____, your neighbor from down the street. I am with Mary Kay (Cosmetics) and I have been asked to do a survey in our neighborhood. I promise to only take 30 seconds of your time. Is there any reason you couldn't answer 4 quick questions for me.

If a man answers the door. I ask "May I speak to the lady of the house ?

- 1.) Have you lived in this neighborhood more than 3 years?
- 2.) Are you currently using a Skin-Care line?
- 3.) Are you familiar with the 2009 MK Skin-Care line?
- 4.) Would you be willing to sample my skin-care line during a 20-minute facial sometime in the next 2 weeks, compare it to what you are using and give me your opinion? There are no sales involved. As a matter of fact, I can't even allow you to make a purchase at that time.

GreatSet up 1/2 hour..Because they will ONLY be trying the SKIN CARE

During the facial you may show her the color.but she CAN NOT TRY IT.....stick to 20 minutes and skin care only so you can interest her in another class with friends later!!

And you must stick to your guns. NO SALES at the facial.

CLOSE: If you were tempted by anything you tried today. I will show you how it comes... But I am sorry, I cannot sell you anything while I am here completing the survey. If you want anything I can call you from home and deliver it back to you later!