

Lisa Madson's favorite page

DIALOGUE FOR THE FIRST PAGE OF THE BEAUTY BOOK:

This is my favorite part of my skin care class!!!

I want to ask you a couple questions about your current job situation. I don't want you to answer out loud; I just want you to think about them. At your current job do you have all the flexibility in the world? If you wanted to take a day off for your child's field trip, could you? If you wanted to take a day off to take a child or your parents to the doctor, could you? If you wanted to take a day off just because you felt like it, could you? At your current job are they constantly praising you for a job well done? Are they constantly telling you how much they appreciate you and that without you they would not be enjoying the success that they have achieved? Are they constantly thanking you and showing you how much they care about you? At your current job, if you gave it your guts for the next five years, could you change your financial situation? Are they paying you what you are worth? If you answered 'no' to any of the questions, I just want you to hear me out. **(TELL YOUR ONE-MINUTE "I STORY")** For example: I was approached to sell Mary Kay 13 years ago and my initial reaction was, "No thank you, I'm not interested." To make a long story short, I decided I would sit down and listen to what the beauty consultant had to offer. I was shocked!! I signed to make \$70 a week and to supplement my husband's income. Today he supplements mine. I want you to watch me today and see if you could see yourself doing what I do. In fact, Mary Kay says there is a new beauty consultant at every show and I believe her. As a matter of fact, I have found that quality women attract other quality women. Usually if there is one person that would be great at Mary Kay, there are a couple that would be great. So, I have to ask you, who do you think would be good?

At this point they will do one of two things. They will all point at the same person or they will look at you like there is no way any of them would be interested. If they all point at the same person you look at her, smile and say, "Sheila, watch me today and see if you could see yourself doing this." Then you move on. If they don't point at anyone, smile and say, "Oh you guys, just watch me and see if you could see yourself doing what I do."