

How to incorporate smiling & nodding questions with the New Flip Chart!

Positive Flip Chart Questions...Smile, Nod, Ask Questions!

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Do everyone's hands feel great?  
Wouldn't it be great if your hands felt this great everyday?  
Wouldn't this be a marvelous gift idea?  
Could you get excited to get a Satin Hands for FREE?

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Don't you agree that giving back to others always come back ten fold?  
Isn't it fun to know Mary Kay was a real person?

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Wouldn't it be terrific to make money doing something fun?  
Doesn't it make sense to be a part of a company that gives back with diamond rings and cars?  
Isn't it reassuring to know in a shakey economy I can show you how to make the money you need to support your family?

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Isn't it amazing to know that Mary Kay has a 100% satisfaction guarantee?  
Don't you find it reassuring to know that Mary Kay does over 300,000 tests annually to assure our products are safe and we don't do any animal testing?  
Isn't it great to know that you can access my website 24/7 to place an order or check out my current specials from anywhere?  
Could you get excited about having a personal beauty consultant who will work for you and offer products that fit you and your needs?

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We all want softer younger looking skin right?  
3 minutes in the morning and 3 minutes at night...don't you agree that you are worth 6 minutes a day?  
Aren't you thrilled to know that you will start seeing results in the mirror in just three days?

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Do you see the importance of using a skin care brand where all the products are formulated to work together?

Would 83% reduction in fine lines and wrinkles sound good to you?

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Wouldn't it be great to have 1 product that does 3 things?

Do you see the benefits of having different formulas for different skin types?

Wouldn't you like to enjoy softer more radiant skin AND save time?

Can you get excited about having softer skin and a more radiant glow with our 3 in 1 cleanser?

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Who would like to have a facelift while sleeping?

Doesn't it make sense to want to protect your skin 24 hours a day?

Who could get excited about having younger looking skin?

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Do you see the importance of properly moisturizing your skin?

Doesn't it make sense to moisturize because of the lack of firmness in our skin?

Isn't it great to know that with Mary Kay's moisturizer you can speed up the skin's natural renewal process?

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Wouldn't you like to try your makeup before you buy?

Aren't you excited to know that in 2 weeks I will come and personalize a look just right for you?

Doesn't your face feel fabulous?

Isn't it great to know it could feel this fabulous by using this product everyday?