

# Enlarging Your Bee Hive

(Tips for improving Your Mary Kay Business)

## A “GREAT METHOD FOR CLOSING”

GREAT thing to remember when she  
Wants to take time to think things over.

### “G” (*Ask for a decision*)

Great... Take the time tonight that you need to make your decision.

### “R” (*Minimize the decision*)

Remember, it's not brain surgery and don't make this a bigger decision than it really is.

### “E” (*Explain your reason for asking*)

Even though I'd love to work with you, I won't pressure you to do Mary Kay. I only want to work with you, if you really want to do this. I will, however, ask you to make a decision, because I hate to see you agonize over it. I would not want to become that “pesky” Mary Kay lady.

### “A” (*Take away the pressure to say yes*)

After you have thought about it, if you decide to do this, I'm going to love working with you. *If* you decide not to, I'm going to love having you as a customer. Either way – both win, so you just decide what is best for you. I'll call you tomorrow and find out what you have decided.

### “T” (*Leave her with food for thought*)

Two things to consider... the very worst thing that will happen is that you will decide this is not for you and you'll be right where you are now (state current situation). OR You'll be able to say, “I tried that, but it wasn't for me, instead of wondering, what if?”

I'll call you tomorrow for your decision. When would be a good time to catch you tomorrow?  
Be sure to give me a call if you have any questions between now and then.

**Build your confidence and share Mary Kay's business with someone today!**

**“Everything that irritates us about others  
can lead us to an understanding of ourselves” – Carl Jung**

One thing I've found helpful is remembering that it is not another person's words or actions that cause our pain and anger, but rather the meanings and judgments that we assign to other's behaviors that cause our anguish. So before we speak or act, it is better to stop and ask ourselves, “Are we going to create anger and unhappiness or are we going to promote peace and understanding?” It is our choice how we react. And it is usually the reply that causes the trouble. The next time someone pushes your buttons try not to listen to your ego – try not to fight back. Grace can enter our souls only when we stop trying to control the uncontrollable – nature and others. We must, also, remember that we are only in control of how we respond to the behavior of others.

*(From Wake Up Calls by Joan Lunden)*