

**I just bought xyz-I'd like to use that up first...**thank you for letting me know-that's great! We could still pamper you so when you have what you have it used up-you'll know what you like. Does that sound good to you?

**I can't afford it...**thank you for sharing your thoughts with me-I really appreciate it! Mary Kay pamperings are complimentary-free...there's no obligation to purchase. If I showed you how you could get any products you like at a discount or free while having fun with a couple of friends would you like some free pampering?

**DISC**-common personality styles

D-direct/responds right away usually without much information

I-influencer/responds quickly using with emotion

S-steady/responds slowly and might need to think about it

C-conscientious/responds slowly and usually thinks it over, calculates