

SheerSense®

Overcoming Objections

Sponsoring:

I don't have the time

One of the lovely things about being an Independent Distributor of SheerSense® is that it fits perfectly around your current commitments; family, friends and career. We have a fabulous team of distributors and team leaders building their business on both part-time and full-time basis – whatever works best for you.

I couldn't do that I'm too shy

Many of our distributors used to say the same and have found that their confidence has blossomed since starting their SheerSense® business. We have a wonderful supportive culture. I'd be happy to introduce you to someone who felt likewise before they joined.

I don't have any experience

Like many of us it's all about learning on the job. We have a variety of training available, and our top leaders frequently share hints and tips through Facebook 'Lives'. There's also a Distributor Support Facebook Group, so always someone to go to if you need help.

Is it one of those 'Pyramid Schemes'

Absolutely not! Pyramid schemes are illegal – there's been a great deal of negative press about them, rightly so. Pyramid selling happens when participants in a scheme are financially compensated by other people paying into the scheme rather than by the selling of a product or service. This is a legitimate Network Marketing opportunity, where our distributors purchase and sell our products.

I can't afford the price of the kit

We have several options for you to consider, it's a small price to invest in your own business. In addition to the range of products available in the starter kit, together with brochures, you will receive access to the distributors' section of the SheerSense® website, full training and on-going support. Plus, I would help you with your launch demo to start earning you up to 40% discount, you'd have your investment back very quickly. We could even book in a date today for your launch demo if you wish?

Product:

Too expensive

One LipSense® lasts as long as 4 standard lipsticks, so it is actually cheaper. Plus, there are other benefits; it restores the moisture content of your lips when used properly, and the colour options are exponential as you can mix two or more together to create even more colours.

Never heard of you

We're the UK's best kept beauty secret! Our customers love the fact that our Long-Lasting Make-Up is so unique and often wish they'd discovered us earlier.

I don't wear much make-up

It's amazing how much I've learnt about make-up since I joined and if you need a confidence boost, like I did, it helped me enormously. If you prefer natural shades and natural looking products, we've got a stunning selection across our entire range which I know would look great on you.

Concerned about ingredients

All our products contain naturally reoccurring ingredients wherever possible, they are formulated without drying waxes or harmful lead, our vegan friends love us and we absolutely do not test on animals. Add to that we comply to the stringent US FDA approval criteria. Which ingredients in particular concerns you?

Found bad reviews

It's always good to look at balanced feedback. We have multiple fabulous reviews too; can I send you some of these to look through?

Glamour Demos

My house is too small

That would be perfect, in my experience the more intimate gatherings are the best, you don't need more than 6 for a successful Glamour Demo, plus I will have plenty of time to give all your guests individual attention to make them feel special.

I don't have enough friends in the area

No number's too small for a Glamour Demo, and if you prefer you could always book me for a 1-2-1 or 1-2-2?

I'm too busy, and don't have enough time

I'm also able to offer coffee mornings/afternoons, as well as evening Glamour Demos. Most demos don't take as long as you think, and if you're busy a lot of the time, I'm sure you'd appreciate a little bit of pampering. Sounds like you deserve some 'me time'.

I've just moved and don't know anyone

It's the perfect way to meet your new neighbours, by having a housewarming demo. You could ask your guests to bring a guest so that you meet more local people, it's a chance for you to show off your new home too.

We're having an extension built and my house is a mess

How exciting, that's something to look forward to. I'm actually very busy myself and do take bookings in advance. Why don't we pencil something in for when you think it will be finished, it will be the perfect opportunity to show off your new home.