

Individual Close

- Did you have a good time tonight? (shake your head up and down)
- How does your skin feel on the one side we did? (touch your face)
- What part of the Miracle Set (facial skin care) did you like the best?
- _____, you know your situation better than I do. What sets did you want to take home tonight/today?(Do not talk let her answer 1st)
- Is there anything else you would like to add...
- Your total is _____. Would you like to do cash, check, Visa, MasterCard, Discover...
- Since you don't have a consultant, I will be your consultant for life or as long as you will have me Ok. I will add you to my mailing list and you will receive a beautiful book like this (hand her a look book) four times a year with a sample in it. Ok?
- At every appointment I select my future hostesses. And today _____ I have selected you! Is there any reason why when we get together for your follow up appointment you wouldn't want to invite some friends, try some new products and earn some products for FREE!! I think we would have a blast! (Let her answer)
 - If she agrees to have a party. Ask her...what works better for you _____ or _____. _____ or _____. (if she says she doesn't have her date book say...okay _____ let's look at a tentative date that works for me and may work for you with the understanding that if it doesn't work for you when you go home to check that you will contact me in the next 24 to 48 hours. Would that be okay? Great! Now _____ I will be there rain shine sleet or snow. Can I count on you? Awesome! Now all you have to do is get me a guest list of names addresses and phone numbers. You will have to probably invite 15-20 women to get 4 to 5 people to show up. Plus it's like a birthday party or wedding...everyone wants to be invited even if they can't come. Right? Would you like to email them or mail them? Give her the hostess packet. (Show her the sheet for the guest list, your email or self addressed stamped envelope and the outside order sheet if anyone can't come but wants to order.)
 - If she doesn't want to have a party....ok _____ this is how I handle my individual follow ups. You can come to me on _____ nights at _____ at _____. What works better for you _____ or _____. Book her for a meeting.
 - If she doesn't want a follow up. Thank her and let her know you will be checking up on her, but if she has any problems with the products just mention she should email or call you.
- Now _____ you were so _____ during the show. After seeing me do what I did tonight could you every see yourself doing it part time, hobby, extra money? No...okay. Well I am in a challenge to have _____ women listen or watch _____ every week. And, anyone who helps me out with my challenge by listening or watching _____ and going over a questionnaire in person or over the phone with me gets a _____. Would you be willing to help me out? Okay...can you listen or watch it in the 24 to 48 hours. Like _____. Okay...can we meet or can I call you _____ to go over the questionnaire? Okay great!
- Now are you going to stay for awhile? Great! I will get everyone's products at the end. Thanks!