

## 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 1<sup>st</sup>)
- 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!