

Private Consultation Close-AS SIMPLE AS 1,2,3

All it takes is 85 seconds to work FULL CIRCLE at the end of your appointment! Master these words and you'll see it' as simple as 1,2,3 to:

1. *Sell sets-How many sets can I sell? (This week's money)*
2. *Future Bookings-How many bookings can I get? (Next week's money)*
3. *Team Building- how many interviews can I set? (Rest of your life money)*

35 Second Sets close:

_____ Did you have fun today? Doesn't your skin feel wonderful?
Now _____ Whatever you want to start with today is absolutely fine with me.....
Would you rather splurge for the "extra touch of class" that comes with buying the "Complete Collections" bag and saving \$106 or was buying or was the Miracle set more of what you had in mind..... Whichever you would rather do will certainly be fine with me... (THE ONE WHO TALKS NEXT TAKES HOME THE SET)

85 Mary Kay Correct Booking close:

Remember _____ part of my service is getting together again to make sure all of your purchases are exactly what you wanted and you'll get a your new color 101 like the hostess received today.. Which look do you want? (Have her choose a current look out of the "Look" brochure) Great, when we get together is there any reason why you wouldn't share your follow up appointment with at least 2 friends you so you can receive your unlimited ½ off shopping spree: This is how:

1. Call me within 24 hours-of the guest list-or is guest list already on back of profile?
2. Hold on the originally scheduled date.
3. Have at least 2 adults who don't use Mary Kay.
4. Sell \$150 between class and outside orders. (Not counting your order.)
5. *Get 1 booking from your class*

(Hand her hostess packet which contains- 5 sales slips-1 look brochure- 2 beauty books-1 piece of recruiting literature- in a pink Mary Kay bag)

Then say, _____ I'll be calling your friends the day after tomorrow to get them excited about your appt. Sound Great?

25 Second Team Building Close

_____ have you ever thought about doing something along side your family and other activities to make a little extra money? Could you use an extra \$100, \$200 or \$300 a week? What would you do with that extra money?.....Great, can I show you ways you could make that money with Mary Kay? Mary Kay may or may not be for you but I would still love to talk with you. My goal is to share the business plan with 3 sweet women this week. When do you have 45 minutes for me this week. (meet for lunch-after work or have a telephone appt.) If you are brand new your Director or recruiter will do do your first 3 innerviews with you).