

## **MEMORIZE THIS SHEET INDIVIDUAL CLOSE**

When she is sitting with you in the other room, or other part of the room, make sure you are sitting at eye level, or below her. Then say,

- 1) "Susie, are you as excited as I think you are about how great your skin looks and feels?"
- 2) Of the steps in the Miracle Set, which did you enjoy using/learning about the most?
- 3) "Susie, this is your own personal roll up collection and all the items that are customized just for you and you know your situation better than I do, and it doesn't make a bit of difference to me, but which will be best for you, would you like to splurge and take home the Roll-Up, or start with a couple of the pockets?"
- 4) Get the method of payment, write up the sales ticket....

**FOLLOW UP APPOINTMENT**- LOOK AT TIMES SHE IS AVAILABLE ON BOOKING SHEET YOU HAD HER SIGN UP FOR AT BEGINNING OF CLASS AND SAY:

"I see Susie that you've set Tuesday for your glamour appointment and that's great! At every class I get to select the very neatest person to work with as my future hostesses & you're my first choice because \_\_\_\_\_ (sincere compliment)... Is there any reason why, when we get together for your glamour next week, you wouldn't enjoy sharing this time with 4-5 friends and receive (total purchase and then divide in half and state amount she would receive) in Mary Kay products FREE from me? MAY SUBSTITUE FOR ANY HOSTESS CREDIT PROGRAM YOU ARE DOING.

Note: If she doesn't book, new to area, doesn't know anyone, and you go over ways, and she still doesn't "share"... you still have her glamour appointment (I suggest you have 2 times a month minimum....set aside to hold in your home with people who don't "share" their time with others...you control your time and work smart!)

**FOR CLASS - GO OVER HOSTESS BROCHURE AND COACH HER WELL**  
**SELECT 2 AT EVERY CLASS - GET THE TAPE/INTERVIEW SET!**

Have a Recruiting Brochure and Something More or Choices tape

\_\_\_\_\_, Have you ever thought about making any extra money? I know you never thought about doing it with Mary Kay, but do you ever think about making any extra money?

Well I have been building one of the most phenomenal teams in the \_\_\_\_\_ area and I love telling women about how I make my money. I'm going to give you this brochure, I want you to read it through, and when you read it I want you to underline it, highlight it, mark it up and write down any questions you might have. Because this might not be for you at all, but then again it might, you never know. But I would be crazy as a professional consultant, not to offer it to you. My director \_\_\_\_\_ will call you in 2 days just to answer any questions you may have.

If she gives an objection, simply say, " Just take this home and read it over, it may not be for you but then you can make an intelligent decision. Please call me the next day.