

8 Point Close

At your pre-set individual consultation area:

1. “Did you have a good time tonight?” (quick, fun, enjoy!)
2. “Doesn’t your skin face feel great?”
3. “Until your follow up facial, did I answer all your questions?” (some have them and some don’t. Just answer them and nothing more.)
4. “Out of all the sets I showed you tonight, which would you most like to take home with you?” (Look at her set sheet as you ask her this. Go over it with her. Ask questions, find out what she liked/loved, what she circles VS what she wants to take home. The difference is her booking HOT button...BOOK her to get that or some of that as a hostess incentive...HELP her see HOW easy it is to earn her beloved products for allowing her friends to have fun!)

I LOVE Sarah’s text: “You know your situation better than I do so did you want to take home the 4 set roll-up bag tonight or did you want to start out more basic w/ our miracle set tonight?”

5. “How would you like to take care of that?” (cash, check, charge, payment plan?) (I always take ½ up front...cover your costs...and get a postdated check or cc # to process w/ 2 weeks). Write up her sale and take payment. Get her products AFTER you’ve done #7 unless you have it RIGHT there and it’s effortless to get it together.
6. “The next thing we need to do is set up your follow up appointment – which is better for you, the beginning or the end of the week? Wednesday or Thursday (offer 2 days)? 7 or 730 (2 times)?”(as dictated by YOUR weekly plan sheet)
7. (Correct Booking Approach) A must – Get below eye-level (less intimidating). Look client in her right eye (so your eyes are not shifty). Smile, nod up and down (we subconsciously nod ‘no’ with our heads w/o even realizing it) so nod UP AND DOWN - → practice this – really!

“ _____, is there any reason you couldn’t invite a few friends to share the pampering? I think you’d have a ball and I’d love helping you earn _____ as your FREE gift!”

Be silent until she responds.

(Tentative booking approach – if she is hesitant or cannot select a date)

