## **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/I 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)

"Sue, I know that when you do have your class, you'll want Kathy to get credit for it – isn't that true? Great! Suppose we do this...we'll set up a tentative appointment with the understanding that should the time arrive and it's inconvenient, we'll go ahead and reschedule. That way, Kathy will get credit for your booking from her class tonight. Okay? Great!

Be silent until she responds. Once she has agreed, hand her a hostess packet and say:

8. "\_\_\_\_\_\_, I don't know if you've ever thought about owning your own business but YOU are the type of woman that I'd love to work with. Is there any reason why you couldn't listen to this awesome cd about my company and give me your opinion? You would make a great talent scout for me and you can buy any item at 50% off."

Give these out as part of your routine, some will some won't so what! Everybody could be a talent scout or team member...but you'll never see the #'s work if you don't layer everybody!!!!!

Do NOT prejudge! And do NOT overcome objections in this conversation...ALL YOU ARE DOING IS GETTING HER AGREE TO LISTEN TO THE CD AND GET WITH YOU GIVE HER OPINION!

Set up a definite appointment to drop by in the next 48-72 hours for her opinion and collect your cd! Then let her buy her ½ price item...not before! If you cannot get an appointment, schedule a phone call and let me be in on it with you (or hold it on your behalf if you cannot)....always take your customers to YOUR next step!!!!!!!

One last thing because you are sharp and I can tell you are ambitious – I am building a team of your quality women – and I know you must know other women just like you! I'm sure this is not for you but I'd love to get your opinion of my business so you could be a great talent scout!!!