

ONE ON ONE CLOSE

5 Closing questions

1. Did you have fun tonight?
2. How does your face feel? Doesn't it feel great! (Touch face.)
3. I see that if money were no object, you would start with the _____ set(s)

Is that would you would like to take home with you today? (Pause.)

How would you like to take care of that?

***** AFTER you have closed the sale put the money away**

4. _____, let's go ahead and schedule a time for your follow up appointment. Is there any reason why you wouldn't want to share it with some girlfriends and earn some products for free?

If she says yes, she will have friends join her, set the date.

If she says she does not want to have friends join her, schedule her for her follow up appointment at your weekly meeting

I do my appointments on _____ and _____.

(Hand her the hostess packet.)

“ _____, this is your hostess packet. In here is everything you need to have a successful class. Go ahead and make a list of your friends and get them invited, and I'll call you in 2 days to see who you'll be sharing your facials with. I'll give them a call to ask a few questions about their skin so I can be prepared for your class.”

(Set the time in your date book to call her in 2 days to get the guest list.)

5. “ _____, there's just one more thing. I would love to ask you to do me a favor. Part of my training as a New Consultant is to find sharp women like you to listen to how my business works. It only takes about 20 minutes. All you do is either call the marketing hotline, or watch a youtube video. Then my director and I will do a quick 3- way phone call to follow up in the next 24 hours. For doing so, you will go into a drawing for a COACH HANDBAG!

Is there any reason why you wouldn't like a chance to win a COACH HANDBAG?

(Set the time to call her in 24 hours)